Lesson 48:   Mergers and Acquisitions

By Xandra

1. Dialogue

First, repeat after your tutor. Then, practice each role.

Mr. Tanaka and Harry work at Hydra Computers. Harry is a corporate lawyer while Mr. Tanaka is a company executive. Mr. Tanaka is talking about a recent meeting with the company officials.

Mr. Tanaka: I had a meeting with the company officials yesterday. We discussed a possible merger with ABC Company.
Harry: A merger?
Mr. Tanaka: Yes. We received a business proposal from ABC Company. Mr. Sato and Mr. Kobayashi are opposed to it.
Harry: What do you think about the proposal?
Mr. Tanaka: I haven't made up my mind yet. ABC hasn't been doing well for the past five years. A merger will be good for them.
Harry: What do you want me to do, sir?
Mr. Tanaka: Here's a copy of the proposal. Please go over it and give me some feedback. It will help me make a decision. The officials will meet again tomorrow.
Harry: I'll get on it right away.

2. Today's Phrase

First, repeat after your tutor. Then, make a few sentences using Today's phrase.

1. She's opposed to tearing down historical buildings.
2. Most people are opposed to building nuclear power plants.
3. I am strongly opposed to the cutting down of trees.

* be opposed to ~ / ～に反対している

3. Your Task

You are having a meeting with your business partners. The meeting is about buying and taking over a manufacturing company that owns an old factory. You don't think it's a good idea.It will cost a lot of money to renovate, and that it might take many years before you can get your investment back. Politely express your opinion to your business partners.

4. Let's Talk

Do you know any Japanese companies that have expanded through mergers and acquisitions? What would you think if your company was acquired by your rival company? Do you think it would be a good opportunity for you? Express your opinion to your tutor.

5. Today's photo

Describe the photo in your words as precisely as possible.

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