

Lesson 48: Mergers and Acquisitions

By Xandra

1. Dialogue

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

Mr. Tanaka and Harry work for Hydra Computers. They are about to have a meeting with the company president. In the meeting, they have to decide whether or not Hydra Computers will accept the merger with ABC Company.

Mr. Tanaka: Did you read the proposal from ABC Company?

Harry: Yes. It looks like a win-win deal for ABC and Hydra Computers.

Mr. Tanaka: Why do you think so?

Harry: ABC has always been good at marketing and selling. But they are lacking in the aspect of developing new products.

Mr. Tanaka: I see.

Harry: Hydra Computers, on the other hand, has very good products but we're not good at promotions. We can make use of ABC's expertise in sales and marketing.

Mr. Tanaka: That makes sense.

Harry: I will vote for the merger. What do you think, Mr. Tanaka?

Mr. Tanaka: **Combining** Hydra's products **with** ABC's marketing expertise is very promising. I will also vote for the merger.

Harry: I hope the company president will also think it's a good move.

2. Today's Phrase

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

1. Chef Morimoto **combined** sea salt **with** caramel to create a savory cupcake frosting.
2. The designer strategically **combined** historical elements **with** modern architecture.
3. Have you ever **combined** ginger **with** green tea?

* **combine A with B** / AとBを結合[合体]させる

3. Your Task

The company president is thinking of buying Bandroid, a company that makes computer programs and cellphone application programs. You are now discussing it with the company president and other executives. You think that Bandroid is a good acquisition, but the other executives (=your tutor) are still undecided. Express your opinion to the other officials. Convince them that acquiring Bandroid is a good move for your company.

4. Let's Talk

Why do business mergers and acquisitions happen?

Nokia was acquired by Microsoft for \$7.2 billion in 2011. Do you think Microsoft made the right move? Why or why not?

In your opinion, is a merger or an acquisition always a good idea? Why do you say so?



5. Today's photo

Describe the photo in your words as precisely as possible.

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