

Lesson 66: Business Competition

By Xandra

1. Dialogue

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

Mr. Wayne is the president of a construction company and Ichiro is his assistant. They've just received a letter from Trump International about a new construction project.

Ichiro: Sir, we received a letter from Trump International. They want to build a Trump Hotel in Tokyo. They're inviting us to bid for the project.

Mr. Wayne: I know about that project. Have you found out if our rivals will bid for it?

Ichiro: I've already talked to some people at ABC Construction and Builder Bob Company. Both companies are going to put in bids. They're already busy preparing a proposal for Trump Hotel.

Mr. Wayne: I see. (Thinking...)

Ichiro: Are we going to participate in the bid?

Mr. Wayne: I'm not sure. ABC and Builder Bob are our strongest competition. We might not have much chance in winning this project.

Ichiro: Well, I think we should at least try. It's a big opportunity.

Mr. Wayne: You're right. We should bid for the project.

Ichiro: I'll prepare the conference room right now, and call everyone for a meeting.

Mr. Wayne: The president of Trump International has very high standards. He **is attentive to** details, so you'd better call our best architects and engineers too.

2. Today's Phrase

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

1. Nurses have to **be attentive to** the patient's needs.
2. Managers must **be attentive to** the employees' behavior.
3. Musicians **are attentive to** every note in a musical piece.

* **be attentive to ~** / ①~に注意深い ②~に思いやりがある、気を使う

3. Your Task

You own a hair salon. Your shop has not been doing well lately because a big, fancy salon has just opened across the street. You've thought of the following marketing strategies: 1) a free 10-minute back massage for all customers 2) 30% off for all salon services 3) free coffee. Your salon will also have internet Wi-Fi. Have a meeting with your salon staff and inform them of your plans. You should tell them not to get discouraged about the rival salon and encourage them to work harder.

4. Let's Talk

What Japanese brands can be considered as world market leaders?

Talk about the companies you like and the companies that you dislike. Explain your answers.

Think about the companies that are competing with each other because of similar products. Discuss it with your tutor.

5. Today's photo

Describe the photo in your words as precisely as possible.



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