

Lesson 67: Partnership

By Xandra

1. Dialogue

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

Mr. Bradley is a designer, and he owns a clothing brand called Bradley Fashion. Taro is the owner of Max Superstore. Taro and Mr. Bradley are about to enter into a partnership agreement.

Taro: I'm excited about doing business with you, Mr. Bradley. I think your designs are very elegant.

Mr. Bradley: Thank you. I want to see how far this partnership can go.

Taro: I believe that we can dominate the market. Our companies complement each other.

Mr. Bradley: Let's talk about the business model that you proposed. Is it for our mutual benefit?

Taro: Of course. Max Superstore will be selling your designer clothes, shoes and bags for a small profit. Your brand will gain popularity, and my department store will attract wealthy shoppers.

Mr. Bradley: I see.

Taro: Once the partnership agreement is signed, Max Superstore will **be committed to** selling and promoting Bradley Fashion for the next five years.

Mr. Bradley: It's all very exciting. Actually, I'd like to be in charge of the window display. Would you mind?

Taro: No problem, Mr. Bradley. Is there anything else?

Mr. Bradley: I might have some more suggestions before I sign the partnership deal. Why don't we meet again next week?

2. Today's Phrase

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

1. Jack **is committed to** earning a college degree.
2. Mr. Obama **is committed to** ending the war in Syria.
3. Bill Gates **has been committed to** eradicating Ebola virus since 2016.

* **be committed to ~ / ~に専心している、~にコミットしている**

3. Your Task

You invented a hygienic and effective mousetrap, and you want to sell them in the supermarket. The supermarket manager has made an initial order of 2,000 units. However, you don't have enough money to produce 2,000 mousetraps. Ask a businessman (=your tutor) if he would like to be a business partner. Make a presentation of your product. Explain how much capital you need, and tell him about the potential profit.

4. Let's Talk

Would you prefer to run your own business alone, or have a business partner to help you? Explain your answer.
What are some signs of a bad business partnership?
Is it a good idea to be business partners with your best friend or your spouse? Why do you say so?

5. Today's photo

Describe the photo in your words as precisely as possible.



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