

Lesson 81: Self-Introduction 4 (Introducing Your Company at a Business Meeting/Presentation)

By Xandra

1. Dialogue

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

Mr. Yoshida is introducing Star Laboratories to a group of doctors. His goal is to sell medical products to them. Dr. Kramer wants to know more about the company.

Mr. Yoshida: I'm very pleased to be meeting with all of you.

Dr. Kramer: Thank you for taking the time to talk to us. Why don't you start by telling us something about Star Laboratories?

Mr. Yoshida: Star Labs was started by a well-known scientist in Germany, Dr. Henry Klum. If you **are unfamiliar with** Dr. Klum, he's the one who invented the contact lenses.

Dr. Kramer: Hmmm, yes, I have heard of Dr. Klum.

Mr. Yoshida: Since his invention, Star Labs has expanded its research facility. Our scientists have created a lot of medical equipment over the years.

Dr. Kramer: Oh, I see.

Mr. Yoshida: Star Labs has just released the blood analysis machine. Our scientists are also working on X-ray goggles, among other projects.

Dr. Kramer: That's really impressive.

2. Today's Phrase

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

1. Signs were placed everywhere for those who **are unfamiliar with** the area.
2. The taxi driver **was unfamiliar with** the place.
3. The information center was set up to help travellers who **are unfamiliar with** the big station.

* **be unfamiliar with ~ / ~をよく知らない、~に精通していない**

3. Your Task

You work for a cosmetic company based in France. It was established by fashion designer Annie Martin, who believes in using only natural and organic materials. She is looking for a business partner in Asia, and you are going to introduce the company to a businessman in Japan. You are now in a meeting with a potential business partner (=your tutor). First, thank him for meeting with you. Then, give him your business card. Next, introduce Annie Martin's cosmetic company to the businessman.

4. Let's Talk

What is some important information to give about your company?

Do you have a business card? Why or why not?

What are the do's and don'ts when introducing your company in a business meeting?

5. Today's photo

Describe the photo in your words as precisely as possible.



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