

## Lesson 84: Presentation 3 (Various Type of Businesses)

By Xandra

### 1. Dialogue

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

Takeshi is an architect. He is now doing a presentation to a group of business men. They are looking for an architect for their new shopping mall.

Takeshi: Good morning! I appreciate you taking the time to meet me today.

Mr. Moore: I appreciate your interest. We still haven't found a company to handle our construction project. We are hoping you will be able to offer us something to change the situation.

Takeshi: Let me start by showing you our latest project. (Pointing to the big computer screen) This is a shopping mall we built in Dubai.

Mr. Takeshi: Wow! The architecture is very contemporary.

Takeshi: I have designed several buildings in New York as well. In Japan, I work along with Daiwa Construction.

Mr. Moore: I have heard of Daiwa.

Takeshi: I've been working with them for the past 10 years. I make the design and they construct the building.

Mr. Moore: It sounds like a good partnership.

Takeshi: Yes. I'm really glad my company merged with Daiwa. It's a reliable company.

Mr. Moore: Let me show you our idea for a new shopping mall.

### 2. Today's Phrase

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

1. The Bank of Indonesia is planning to merge with a Japanese bank.
2. During the recession, small companies were forced to merge with bigger companies.
3. After merging with an American computer company, Bandroid's profits increased by 65%.

\* merge with ~ / (会社などが) ~と合併する

### 3. Your Task

You are in a food trade show, and you are presenting your company to the attendees. First, thank the audience for visiting the trade show. Next, congratulate the trade show organizers for a successful turnout. Introduce yourself and tell them about your company. Here are some details about your company: 1) It was started by a famous cook named Chef Morimoto. 2) Your company gives advice to new restaurant owners. 3) Your company offers training programs for restaurant managers, servers and young cooks. Tell the audience that they can visit you at the company booth in the trade show.

### 4. Let's Talk

What are some creative and modern ways of doing a business presentation?

Should companies offer free samples and discounts when making a business presentation? Explain your answer. What do you think about doing a business presentation via Skype?

### 5. Today's photo

Describe the photo in your words as precisely as possible.



Image courtesy of David Castillo Dominici / FreeDigitalPhotos.net