

Corporate World

Pre- Advanced Kids - Lesson 3

Lesson 3. Corporate World



1. Who are most popular business figures in your country?
2. What are known companies in your country?
3. Would you like to work in a big corporation? Why or Why not?
4. Would you like to start your own business in the future?

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Listening 3.1: Listen and answer the questions

Order of Audio

1. Chris / England
2. Aki / Japan
3. Prae / Thailand
4. Mathew / England
5. Lori / Canada
6. Eoin / England

1) Chris would rather work for _____ company.

- a) a big b) a small c) his own

2) Aki says being _____ was stressful.

- a) the president b) in a small company c) in a big company

3) Prae _____ work for a big company.

- a) wants to b) would never c) used to

4) Matthew has worked _____ companies.

- a) just for small b) only for big c) for big and small

5) Lori would least like to work for _____ company.

- a) a big b) a small c) her own

6) Eoin thinks it is best to work for _____ .

- a) a big company b) a small company c) oneself

DISCUSS: Job security get lost in the shuffle becoming just a number

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Matching Exercise

- | | |
|-----------------------------|--|
| 1. Underhand | 1. one who reveals wrongdoing within an organization to the public or to those in positions of authority |
| 2. Fraudulent | 2. an official statement of the aims and objectives of a business or other organization |
| 3. Integrity | 3. dishonest and sneaky |
| 4. Whistleblower | 4. having good personal standards of behavior |
| 5. Accountability | 5. acting with or having the intent to deceive |
| 6. Mission Statement | 6. honored, trustworthy, or respectable |
| 7. Reputable | 7. expected or required to account for one's actions; answerable |
| 8. Principled | 6. steadfast adherence to a strict moral or ethical code |

Use the words/expressions in a sentence.

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Fill in the blanks with the correct words from the previous page.

1. 1. If you owned your own company, and you found out one of your employees was doing something _____ (like taking credit for someone else's work), what would you do?
2. 2. Would you consider working for a company that had been convicted of _____ activities?
3. 3. Do you think it's possible to succeed in business with _____ honesty and principles?
4. 4. If your colleague wasn't pulling their weight, and doing his/her fair share of the work, would you be the _____ and inform your boss?
5. 5. How important is _____ to you in business and in your personal life? Are you answerable to anyone?
6. 6. If you had a company, what would the _____ and goals be?
7. 7. Would you rather pay more and work with a _____ company that has been recommended, or would you pay less and work with a company you know nothing about?
8. 8. Would you describe yourself as being _____ and having high moral standards?

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Listening 3.2: Fill in the blanks

The CEO (Chief Executive Officer) of Google Larry Page has _____ European governments they _____ to be more like Silicon Valley. He said European leaders do not _____ technology companies enough. Silicon Valley is home to many of the world's largest technology corporations. Google, Apple and Facebook _____ their headquarters there. Mr Page said Silicon Valley is a great place for technology companies because it is easy to _____ business there. He _____ Britain's 'Financial Times' newspaper that Silicon Valley _____ great for _____ in science and for making money by setting up new technology companies. He _____ Europe's politicians _____ to start investing in big ideas.

Mr Page told the Financial Times he _____ \$62 billion that he _____ to invest in new ideas. He said he wanted to _____ the money to _____ societies in Europe. He said: "We're _____ to figure it out. How do we _____ all these resources and have a much more positive impact on the world?" Page is not the first business leader to _____ Europe for being slow with investing in technology. Many experts say European schools do not _____ enough technology, so children do not _____ the skills that kids in Silicon Valley have. Many leaders in education believe there should be a much bigger focus on technology in schools. Some _____ all elementary schools should have classes on coding for children.

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Talking Points

1. What springs to mind when you hear the word 'technology'?
2. What do you know about Silicon Valley?
3. What's your favourite technology company, and why?
4. What are the tech companies like in your country?
5. What would it be like to work in a big technology company?
6. What would it be like to own Google?
7. How much technology should schools teach?
8. What are your technology skills like?
9. What areas of technology would you like to know more about?



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Role Play

You think a **computer game designer** is the best job. Tell your teacher three reasons why. Tell why other jobs aren't so good. Also, tell the others which is the most important of these (and why): social network engineer, microchip designer or phone maker.

Think of companies associated with these industries

- search engine
- online store
- social network
- game
- toy
- food
- cosmetics
- investment
- healthcare
- advertising
- bank
- telecommunication
- petroleum
- hotel
- automotive
- broadcasting
- education
- retail

Lesson 3. Corporate World

Explain their duties and responsibilities



CEO



HR Manager



Receptionist



Operations Mgr.



Bookkeeper



Logistics Mgr.

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Preposition Practice

in, for, from, at, by, with, of, to, between, than

1. I meet my clients _____ their offices.
2. I'm rarely _____ my desk.
3. We import meat products _____ China.
4. I meet my clients _____ their offices
5. I often speak to clients _____ the phone.
6. Our HQ is _____ the city centre.
7. I work _____ people from the HR and R&D departments
8. I hope I will be promoted _____ two or three years.
9. I work _____ about 11 hours a day.
10. I work _____ 10 and 12 hours a day.
11. I manage a team _____ 5 people.
12. I work _____ my computer for most of the working day.
13. Our HQ is about 25 kms _____ the airport.
14. We have more _____ 20,000 employees.
15. I'm responsible _____ finding new markets or products for the company.
16. We export farm produce _____ South East Asia and the Pacific Region.



Lesson 3. Corporate World

Fill in the Blanks. Use the correct tense.

1. /n/ a person who buys services from a lawyer, architect or other professionals
2. /n/ a person who buys goods or services from a shop or business
3. /n/ a reduction in the price; a deduction [usually expressed as a percentage (%)]
4. /n/ a promise that a product will be repaired or replaced etc if faulty - *also v.*
5. /n/ useful indication of a possible customer to be followed up
6. /v/ to sell in small quantities (as in a shop to the public)
7. /v/ to sell in bulk (as to a shop for resale to the public)
8. /v/ to telephone a prospect without previous contact - *also n.*
9. /n/ a business transaction
10. /n/ a reason given by a prospect for not buying
11. /n/ the concept or perception of a firm or product held by the general public
12. /v/ to introduce a new product, with publicity etc
13. /n/ the wrapping or container for a product
14. /n/ **n.** service that continues after a product has been sold [eg: repairs etc]
15. **/v/** to continue to follow persistently; to maintain contact
16. /v/ to finalise a deal or sale; to make a sale
17. /n/ a possible or probable customer; prospective customer

1. **Packaging**
2. **Guarantee**
3. **Lead**
4. **Image**
5. **Wholesale**
6. **Cold call**
7. **Deal**
8. **Follow-up**
9. **Client**
10. **Close**
11. **Prospect**
12. **Objection**
13. **Launch**
14. **Retail**
15. **Customer**
16. **after-sales service**
17. **Discount**

Use the words in your own sentence.

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Listening 3.3: Listen and answer the questions

What do you think the company culture of Google is like? Watch the link below and then answer the questions.

<https://www.youtube.com/watch?v=XdrctZ3EDPU>



1. What do we learn about the food / health at Google?
2. What do Google get in return for treating their employees so well?
3. Would you like to work for a company like this? Why / Why not?
4. What problems might happen with this set up at Google?

In your Opinion

1. What would life be like without Google (or other search engines)?
2. Would you like to work for Google?
3. What do you think of Google's slogan: "Don't Be Evil"?



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What is the most important characteristic for your job. Mark your top 3 most important factors then compare with your teacher.

1. Job Security:
2. Promotion possibility:
3. Good working environment:
4. Bonus system:
5. A high salary:
6. A good work life balance:
7. Potential to work abroad:
8. The reputation of the company:
9. Fringe benefits



Lesson 2. In Good Times

Critical Thinking!

1. What springs to mind when you hear the word 'company'?
2. What are your favourite companies?
3. Which company would you love to work for and why?
4. Which companies do you dislike most?
5. Have you ever written a letter of complaint to a company?
6. Which companies do you think provide the best customer service and best products?
7. Do you prefer bricks-and-mortar companies or Internet companies?
8. Do you think companies really care about the environment?
9. Do you think multinational companies have become too big and have too much power?
10. Do you think oil companies are good for the world?
11. How could companies in your country be more successful?
12. Which company makes the best adverts and commercials?
13. Do you think most companies look after their staff?
14. How will companies be different in the future?
15. Why do you think big companies pay their CEOs lots of money, even if they lose the company money or get involved in scandals?
16. Mary Kay Ash said: "People are definitely a company's greatest asset." Do you think this is true all over the world?



The End