

Page 1 Ex A

1 How much cash do you have with you at the moment? Do you:

- a) know exactly? Yes
- b) know approximately? Yes
- c) not know at all? No

2 Do you normally check:

- a) your change? No
- b) your bank statements and credit card bills? Yes
- c) restaurant bills? No
- d) your receipts when shopping? No
- e) prices in several shops before you buy something? No

3 Do you:

- a) give money to beggars? No
- b) give money to charities? Yes
- c) give away used items, such as clothing? No

Page 3 Ex A

- 1) debt
- 2) recession
- 3) gross margin
- 4) stock market
- 5) investment
- 6) shares

Ex B

- 1. b) a company's profits divided by the number of its shares.
- 2. c) a description of what is likely to happen in the future.
- 3. e) when a person or organisation is unable to pay their debts.
- 4. a) a part of the profits of a company paid to the owners of shares.

- 5. f) the money a business makes before payment to the government.
- 6. d) money which businesses receive from selling goods or services.

Ex C

In our home markets it has been another excellent year - revenues are up by £23 million, and the earnings per share are equally good for the next quarter. Profits from abroad are down because of a recession in Japan. However, our performance overall has been good, and the stock market shares have increased to 26.4P and the dividend will be increased to 4.3p per share, which will please our shareholders”.

We plan to issue new shares in order to finance expansion in Asia. We also plan to increase our investment in plant and equipment before entering the Chinese market. We are particularly pleased with our performance in France and Germany where gross margins have increased. As a result of using a new distributor, our costs fell giving us a gross margin of 40 percent on our main product line. We will use any extra cash to reduce the level of our debt.

Our performance in Italy should improve significantly following the bankruptcy of our biggest competitor. However, we should not become too satisfied with our share price as economic conditions remain uncertain and the stock market will continue to reflect this. Share prices will not rise in the short term.

Page 5 Ex E

- 1d) consumer spending
- 2c) tax refunds
- 3a) International division
- 4e) quarterly earnings
- 5b) price pressure

Ex F

- 1) consumer spending - a. the money people spend on goods and services
- 2) tax refunds - b. money given back at the end of the financial year
- 3) International division - d. part of a company which deals with or is located overseas
- 4) quarterly earnings - c. company profits for a three-month period
- 5) price pressure - e. decreasing or freezing the price of goods or services in order to gain an advantage over competitors.

Video

- 1) She used to be exceptionally successful in her job and earn a lot of money. And she spent even more, until she was broke, unable even to bake her little daughter a birthday cake. She decided to expose myself publicly as a failure. She gave away my last bit of money and then she had absolutely nothing and then the only way was up.

- 2) Money is important, money equals time, money equals value, what people say doesn't matter, be kind, its really simple, its not that easy, beind broke bad, stay broke
- 3) Money is important, money equals time, money equals value.