

1 KEYWORDS

Match the terms on the left with the definitions on the right:

- | | |
|------------------------------|--|
| 1. founder | a. a large company that does business in several different countries |
| 2. annual turnover | b. a part of a company that is owned by a person or by another company |
| 3. shareholding | c. a person who establishes an organization |
| 4. subsidiary | d. a smaller company that is owned by another bigger company |
| 5. division | e. one of the sectors or groups in a business or organization |
| 6. multinational corporation | f. the amount of business that a company does in one year |

2 Describing a company

Listen to a description of the Toyota Motor Corporation and complete the profile below.

Company	Toyota Motor Corporation
Headquarters	
Founder	Kiichiro Toyoda
Year founded	
Year of expansion to US	
Employees	
Subsidiaries	
Turnover (2018)	
Brands owned	Lexus, Scion
Shareholdings	Daihatsu Motors, Isuzu Motors and Yamaha Motors

Now listen to a description of Inditex SA and complete the profile:

Company	Inditex SA
Headquarters	Spain
Founder	Amancio Ortega Gaona
Year founded	
Employees	
Number of stores	
Brands owned	Zara, Pull and Bear, Massimo Dutti, Oysho and Stradivarius
Profit (2018)	

3 Useful expressions

Study the following expressions used for describing a company. Listen to the recordings again and tick the ones that you hear:

Headquarters

...is headquartered in... ...is based in...

History

...was founded in/by... ...was established in...

Employees

... has a workforce of ... people ... employs ... people

Size

... operates ... subsidiaries

...has shareholdings in ...

... has a ... per cent stake in ...

...runs ... stores worldwide

Market position

...is currently the world's largest...

...is the biggest ... in the world

...is one of the largest companies in ...

...has a ... per cent market share

Financial results

...achieved an annual turnover of... ...made a profit of...

Study some more expressions for describing a company:

Competitors

The main competitors are...

Customers/clients

Products: The main customers are/include...

Services: The main clients are/include...

Products

They produce/manufacture ...

Services

They provide/offer ...

4 Describing a job

Now listen to three employees of an IT distribution company, Xcel Systems. Complete their profiles.

	Anthony Smart	Daniel Goldman	Susan Clarke
Position:		Managing director	
Responsibilities:			
Enjoys:			
Doesn't enjoy			

5 Useful expressions

Complete the sentences from the recordings.

charge enjoy find job most part quite responsibilities responsible what

I'm _____ for cash flow/credit control/managing projects.

I'm in _____ of developing the company's long-term strategy.

My _____ include recruiting new employees and organising training for company staff.

It's also my _____ to improve the company's working conditions.

On the whole, I _____ my work.

What I like _____ about my work is the responsibility, the challenge and of course the salary.

I _____ my work very interesting.

One task I don't _____ like is chasing money from late payers.

The _____ I don't really like is the long hours.

_____ I don't like so much is when I have to deal with a difficult employee.

Then, in groups of 4 do the "Jobs and Work Game". Ask for any vocabulary you may need.