**ROLE-PLAYS FOR FINAL SPEAKING TEST SUBJECT: BUSINESS ENGLISH 2**

**Roleplay 1**

A: Good evening. Have you been well ?

B: Good evening.I’m great. Thanks.

A: As you know, our company want to begin production outside Japan and I'm considering two options country A and country B. What’s your idea ?

B: I think I prefer country A. Because it has many advantages. About economy, country A has inflation rate 2.2% and interest rate 2.2%. Moreover, it has a fully integrated road and rail network, international airport and two modern seaports. It’s good infrastructure.

A: Oh, I see. But I prefer country B because it also has many advantages. The growth rate is 4.6% last year and the unemployment rate is 7.1% compare to 3% of country A. It has import tax on cycle components: 5% and business tax on annual profits: 2.8 %. About labour, large supply of unskilled workers who are used to working long hour with average wage rate.

B: Well, but there are also some disadvantages. There are a lot of paperwork is required for new businesses , serious problems with air and water pollution. In addtion, the country A has a stable government and generous tax credit for building new factory.

A: Yes, I catch it. But we should consider the disadvantages of country A. It has high charges for handing goods and strict new laws on pollution. Beside that, the country B also has some benefit about geography with mountains, hills, and flat lands.

B: Oh, it’s great. So, we decide to choose country B to build a new factory.

A: Okay. Thanks for opinion. And I will write a report for the meeting tomorrow.

B: Fine. Goodbye. See you later.

A: Goodbye.

**Roleplay 2**

A: Good evening. A speaking. I’m the Marketing Director.Can I help you ?

B: Good evening. I’m B. I’m the European Sales Manager. I'm calling about a focus group for the company's new range of coffee machines.

A: Oh, I see. Where will the focus group meeting take place ?

B: Well, it will take place in Commercial Institute 20 Koninginnelaan 2482 BN Amsterdam.

A: Koninginnelaan. Sorry, can you repeat the address, please ?

B: Okay. It’s 20 Koninginnelaan 2482 BN Amsterdam.

A: Thanks. And when the focus group meeting take place?

B: It's on Thursday, 25 August at 10.00 a.m.

A: Alright. Could I invite two people to the focus group meeting?

B: No problem. Could you give me their information, please ?

A: Yes of course. The first person is Ms. Elisavet Efstathiou. She is a Marketing Consultant based in Athens, Greece. Her number is 821 275 6381 and her email is [e.efstat@nimarkt.com](mailto:e.efstat@nimarkt.com).

B: I’m so sorry. Could you repeat her email, please?

A: It's [e.efstat@nimarkt.com](mailto:e.efstat@nimarkt.com).

B: Thanks. I catch it. So who is the second person?

A: She is Katja Buchholtz. She is Head Buyer for a Department Store in Munich, Germany. And her number is 361 339 4032.

B: I see. Could you spell her name again?

A: Yes. K for Korea, A for Alpha, T for Time, J for Juliet, A for Alpha. Then B for Book, U for Uniform, C for Chalie, H for Hotel, H for Hotel, O for Oscar, L for Lover, T for Time, Z for Zero. Katja Buchholtz.

B: I got it. Is there anything else?

A: Just one more thing. What about last month's sales result in France?

B: The total sales are 5.6% million, sales were 9% higher than in the same period last year.

A: It’s great. Sorry, now I must go out. See you later.

B: Oh, thanks. Goodbye.

**Roleplay 3**

A: Good evening. A speaking.

B: Good evening. I’m B. I call for you to talk about the visit of a group of international VIPs next week. So we need a program for their visit. What’s your opinon ?

A: During 3 days, why don’t we a guided tour to introduce the company and a trip to the workshop out of town to see the production lines ?

B: That’s sound good. I agree with you. And We can introduce them to the Board of Directors and staff in R&D. However, the tripcan be costly. I don't think it's a good idea.

A: Oh, I'll estimate the cost and tell you later.

B: Okay. How about the accommodation for the visitors? Can we make them stay in the company guest house?

A: Sorry, I can’t aggree. I think we should let them stay in a four-star hotel near the company because the price is reasonable and they can move conviniently.

B: Yes. And I suggest they move around by company car.

A: That’s be good. How about the farewell dinner ?

B: We will celebrate a farewell dinner and I prefer a meal with local specialties.

A: It’s great. Why don’t we invite Board of Directors, Main Business Partner and Senior Staff. And I suggest that the Managing Director should give a speech.

B: Well. Should be prepared any musical performance for entertainment?

A: It’s not necessary. It’s expensive and noisy. It's better to spend money on some gifts for the visitors.

B: Alright. I think we should use local wine and company sample products.

A: Yes. That's sound great. Is there anything else?

B: Ah, just one more thing. We should arrange transport for the visitors from and to the airport.

A: Okay. I remember that.

B: Well, I will meet you tomorrow to confirm everything in detail.

A: I got it. See you tomorrow.

B: Googbye.

**Roleplay 4**

A: Good evening. Nice to meet you.

B: Good evening. Nice to meet you, too.

A: Well, This is my first visit to your country. Therefore, I don't know too much about Vietnam. How do people spend their weekends in Vietnam?

B: Well, we usually visit our neighbors or friends. Men can play chess, watch soccer matches on TV and Women likes chatting together. How about your country?

A: We just stay at home and watch TVtogether. Sometimes we have a small picnic outside. And where will people go for their holiday?

B: They often go somewhere such as Halong Bay, Vung Tau beach or Nha Trang Beach ... or other famous tourist destinations in Viet Nam.

A: That sounds interesting.

B: Certainly, how about you?

A: In Korea, people often go to Jeju Island. It's the most beautiful and famous island.

B: Oh. I think it's a wonderful place to visit.

A: Yeah.. What activites do they often do in the evening ?

B: They often spend time with their family. They eat the dinner together. How do people spend their evening?

A: They usualy go to cinema or go out for a walk. Hmm… What kind of hobbies and sports people like ?

B: They like like reading a book and lying on their bed. They play soccer or badminton. How about people like ?

A: Oh, they like drinking and talking at coffee. They often play soccer or volleyball. And I'm looking for an agent for my firm's product. Could you give me advice ?

B: I'm willing to help you! I have a friend who is a specialized in your business sector.

A: That’s sound good. Could you introduce your friend for me ?

B: Yes of course.

A: Great. Thank you very much

B: You’re welcome. If you have time, we’ll visit a local famous site and I’ll take you there by car.

A: You are so kind. Thank your quick action.

B: I’ll pick up you at your hotel. See you later.

**Roleplay 5**

A: Good evening.

B: Good evening. Please have a seat. What can I do for you ?

A: I just want to ask you about an overseas posting. Last year, you promised that I'd would be chosen for an overseas posting in Argentina. But someone else is chosen for that position.

B: Okay. I understand what you say.However, you aren't good at Spanish while the overseas posting requires a person who is fluent in Spanish. So you need more training in teamwork skills before being posted oversea.

A: I get it. But how about a middle-of-the-range car? You promised that I would have a top rang car. I feel that I have been unfairly treated.

B: Oh, I see. Just only senior executives are given the top of the range car for work and private use.

A: And about my bonus, I believe I should be paid more. I just received 50% what I expect. Can you explain that to me?

B: I know what are you talking about, but you have to understand, our company is going through a difficult financial period and all staff received a small bonus.

A: Okay. I understand. But next year, I would like to have a bonus increase. I'll work harder, trying to get a high profit for the company.

B: Yes of course. But this time are very difficult at the monent. Let me suggest a compromise. I’ll give you an increase to 60.000 dollars now and promise to increase your bonus is 6 month’s time.

A: Okay. We’ve got a deal. Thank you.

B: You’re welcome.