



# Describing a Business

Business > Intermediate 6



## Exercise 1 – Reading

*Read the dialogue aloud with your tutor and check your understanding.*

**Matt:** Hi, David! I heard you started your own business. Congratulations!

**David:** Yes, finally! Thank you!

**Matt:** How's it going so far? And what does your company specialize in?

**David:** We design software applications for smartphones and tablets. We still have a long way to go, but it's going well so far.

**Matt:** Nice! Glad to hear that you're satisfied.

**David:** How about you? Are you still in the same company? What exactly do you do there?

**Matt:** Yeah, I'm still at PB Consulting. We offer accounting and tax consulting services. And I'm in charge of the Marketing Department.



**David:** Huh, I'll have to keep that in mind. We might need your services in the future.

**Matt:** Sure, just give me a call if there's anything I can do for you.

**David:** Thanks, Matt!

**Matt:** How's your wife, by the way? Does she work with you now?

**David:** Oh, she's fine, thank you. And no, she's still in the fashion design business. You know how much she loves that. She didn't want to let it go.

**Matt:** Well, that's nice. You can both chase your own dreams. Say hello to her for me. Anyway I've got to go now. It was great talking to you!

**David:** Yeah, it was great seeing you, Matt!



### **Check your understanding:**

1. What kind of business did David start?
2. Where does Matt work and what is his position in the company?
3. What does David's wife do?



## Exercise 2 – Learning

### Talking about the company's profile:

#### Questions

What does your company specialize in?

What kind of company is it?

What business are you in?

What kind of business do you do?

#### Answers

We design/produce/supply/manufacture/sell...

Our company provides/offers...

We are a construction company.

We are in the fashion design business.



## **Talking about one's position in the company:**

### **Questions**

What is your position in the company?

What kind of work do you do?

What exactly do you do at Future Innovation?

### **Answers**

I am the marketing manager.

I'm the head of the Sales Department.

I design/operate/manage...

I work in the Customer Support Department.

I'm responsible for the training and orientation of employees.

I'm in charge of the sales team.



## Exercise 3 – Role Play

*Take turns with your tutor and act out the scene described below.*

**Scene:** You meet a friend whom you haven't seen in a while. You both have your own businesses. Talk about what you both do at work. Ask about each other's family members and what they do for a living. The teacher can be your friend, his name is Bob.



## Exercise 4 – Discussion

*Discuss the following questions with your tutor.*

1. Would you like to start your own business? If so, what kind of business?
2. What risks are associated with starting a new business?
3. What do you think is the key to having a successful career?