

COMPANY AND JOB







Scan to review worksheet

Expemo code: 13K7-F2FC-LU2Q



Key words

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 other

company

3. shareholding

c. a person who establishes an organisation

4. subsidiary

d. a smaller company that is owned by another bigger company

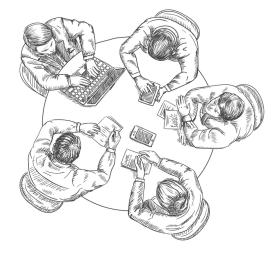
5. division

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

a6 | b3 | c1 | e5 | f2





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Describing a company

Brands owned

Shareholdings

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

Company	Toyota Motor Corporation
Headquarters	Japan
Founder	Kiichiro Toyoda
Year founded	1937
Year of expansion to US	1957
Employees	370 000
Subsidiaries	608
Turnover (2018)	
<u> </u>	

Daihatsu Motors, Isuzu Motors and Yamaha Motors

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

Lexus, Scion

Company	Inditex SA				
Headquarters	Spain				
Founder	Amancio Ortega Gaona				
Year founded	1975				
Employees	175 000				
Number of stores					
Brands owned	Zara, Pull and Bear, Massimo Dutti, Oysho and Stradivarius				
Profit (2018)	3.5 M e				









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

Our main competitors are...

Customers/clients

Products: Our main customers are/include...

Services: Our main clients are/include...

Products

We produce/manufacture ...

Services

We provide/offer ...

Now describe your company, providing information about head office location, products/services, number of employees, customers/clients, competitors, financial information.





COMPANY AND JOB



Describing your job



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



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Audio 2	1





Video 2
924 AV



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

5

Useful expressions

Complete the sentences from the recordings. Then, describe your job to your partner.

charge	enjoy	find	job	most	part	quite	responsibilities	responsible	what
I'm <u>responsible</u> 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 i	he comp	oany's wo	rking conditions.		
On the	whole, I _			_ my wo	rk.				
What I I	ike		ab	out my w	ork is th	ne respons	sibility, the challenge	and of course th	ne salary
I my work very interesting.									
One task I don't like is chasing money from late payers.									
The		I do	on't rea	ılly like is	the long	hours.			
I don't like so much is when I have to deal with a difficult employee.									

