

EXERCISE 2 Fill in the blanks and read the dialogue.
空欄を埋めて、ダイアログを読みましょう!

Sylvia _____ with an overview of Forva's sales activity _____.
This bar chart summarizes our sales for each of the last five years.
_____, sales have grown steadily _____.

Now let's take a look at a breakdown of sales _____.
Can everyone see that all right?
The _____ on the right shows last year's sales.
_____ of our business last year was concentrated in the Asia Pacific region,
_____ China representing 21% of our total worldwide sales.
By comparison, the pie chart on the left shows
the same breakdown _____ five years ago.
Notice that China accounted for barely 4% of our sales then.

What all this _____ is that nearly all of Forva's growth has come from China.
Our _____ over the next few years will be to devote sufficient resources
to our Chinese _____ to keep up with the _____ market
for our products there.

FOLLOW UP QUESTIONS | 関連情報

Question 1

» What does the speaker say
about last year's sales results?

Answer 1

- a. Sales were disappointing overall.
- b. Worldwide sales grew by 4%.
- c. The Chinese market shrank.
- d. Most sales came from the Asia Pacific region.

Question 2

» What should Forva do,
according to the speaker?

Answer 2

- a. Shift resources away from China
- b. Lower its prices to stay competitive
- c. Focus on a growing market
- d. Devote more time to training

EXERCISE 3

Practice speaking using the following scenarios.
それぞれの状況に沿って、スピーキングを練習しましょう!

Talk 1

You are giving a presentation about your company's recruiting efforts. Your chart shows the number of new graduates you've hired every year. The number has decreased steadily over the past ten years, but last year it increased by 5%. Refer to this chart, confirm that your audience can see it, and draw attention to last year's results.

Talk 2

You are describing the results of a market survey about car colors. Your chart shows the most popular colors for men and women. Red is the preferred color for 40% of male car buyers, but less than 20% of female car buyers. Refer to this chart, confirm that your audience can see it, and draw attention to the results for red.

Talk 3

You work for a cable television company. You are presenting sales results for last month, using a chart that shows the percentage of cable subscribers by region. The northern part of the country has the lowest percentage of cable subscribers. This means that there is room to grow in that region. Refer to this chart, confirm that your audience can see it, and draw attention to the figures for the northern part of the country.

WORDS & PHRASES | 単・熟語表現の紹介

» overview / 概観 » steadily / 堅調に » breakdown / 分けること、分解 » concentrated / 集中している
» represent / 示す » by comparison / 比較すると » devote / 充てる » resources / 資源、資力

HOMework

Writing 1

Your company has recently extended its business hours in some locations. You are sending the schedule for all of the branches to the branch managers. Write an e-mail and refer to the new schedule. Draw the readers' attention to the fact that not all of the branches' schedules have changed.

Writing 2

You work for an Internet service provider. You are sending the results of a recent customer satisfaction survey to your boss, Rachel Tang. According to the survey, the number of users who think the service is too expensive has gone up by 12% compared to last year. Draw her attention to the number of users who are unhappy with the price of the service.