

## Conclusions & Q&A

結論と質疑応答

### OBJECTIVES

- To conclude by re-stating the main point  
主要な点を再度述べて締めくくる
- To make a recommendation  
勧める
- To respond positively to a question  
質問に対して前向きに応答する

**EXERCISE 1** Role-play: Teacher » Omar / Student » Melinda. (Switch roles after you read the dialogue)  
 役割 (講師 » Omar / 生徒 » Melinda) にあわせて文章を読みましょう! ダイアログを読んだ後は役割を交代しましょう。

Melinda **In conclusion, this presentation has shown that there is a shortage of skilled workers** in Canada's mining industry.  
 If current trends continue, this shortage will grow worse in the next ten years.  
 We therefore need to take action now to address this problem.  
 Are there any questions?  
 -----

Omar I was wondering what action you would propose.  
 Do we need new college programs?  
 -----

Melinda The programs already exist.  
 The problem is getting students to enroll in them.  
**I would recommend creating initiatives that encourage high school students**  
 to pursue careers in mining.  
 -----

Omar That could take years.  
 In the short term, wouldn't it be better to recruit workers from other countries?  
 -----

Melinda **You raise an interesting point.**  
 It might be possible, but many other countries are facing the same problem,  
 so I think it's essential to develop workers within Canada.  
 -----

Omar Thank you, that answers my question.

**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!

Melinda In conclusion, this presentation \_\_\_\_ \_\_\_\_ \_\_\_\_  
there is a shortage of skilled workers in Canada's mining \_\_\_\_\_.  
If current trends \_\_\_\_\_, this shortage will grow worse in the next ten years.  
We therefore need \_\_\_\_ \_\_\_\_ \_\_\_\_ now to address this problem.  
\_\_\_\_ \_\_\_\_ any questions?

Omar I was wondering what action you \_\_\_\_ \_\_\_\_\_.  
Do we need new college programs?

Melinda The programs \_\_\_\_\_ exist.  
The problem \_\_\_\_ \_\_\_\_\_ students to enroll in them.  
I would recommend creating initiatives \_\_\_\_ \_\_\_\_\_ high school students  
to pursue careers in mining.

Omar That \_\_\_\_ \_\_\_\_ years.  
In the short term, wouldn't it be better to recruit workers from other countries?

Melinda You raise an interesting point.  
\_\_\_\_ \_\_ \_\_\_\_\_, but many other countries are facing the same problem,  
so I think it's \_\_\_\_\_ to develop workers within Canada.

Omar Thank you, \_\_\_\_ \_\_\_\_\_ my question.

**FOLLOW UP QUESTIONS** | 関連情報

Question 1

» What was the woman's presentation about?

Answer 1

- a. A decline in production
- b. A shortage of jobs
- c. A lack of workers
- d. A decrease in demand

Question 2

» What action does the woman suggest?

Answer 2

- a. Creating college programs
- b. Targeting high school students
- c. Hiring foreign workers
- d. Developing new technology

## 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 sales presentation to a client (your teacher) about your company's new printer, the Delford 1000. The data you presented indicates that your company's printer is faster than other companies' printers. Conclude the presentation by re-stating the main point to the client.

### Talk 2

You work for a marketing company. You are giving a presentation to a client (your teacher) about advertising options for a new product. The product is aimed at young consumers, and you believe that focusing on online advertising is the most effective option. Make this recommendation to the client.

### Talk 3

You just gave a presentation to some colleagues about some new software that your company plans to introduce. A training session on the new software will be given next week. At the end of the presentation, one colleague (your teacher) says that she is already familiar with the software and wants to know if she can miss the training session. You think that will be okay if she obtains approval from her supervisor. Respond positively to the question and answer it.

## WORDS & PHRASES

単・熟語表現の紹介

- » shortage / 不足    » mining / 鉱業    » therefore / それゆえに、よって    » exist / 存在する    » enroll in / 入学する  
» initiative / 構想    » in the short term / 短期的には    » face / 直面する

## HOMEWORK

### Writing 1

You received an e-mail from a colleague, Molly Barker, who wants to reserve a hotel for a business event. She is trying to decide between the Sheridan Hotel and the Armada Inn. The Armada Inn has better facilities, so you think it is the best choice. Write a reply to Molly and make your recommendation.

### Writing 2

You work for a market research company. You recently conducted a survey of consumers for a client, Ed Roth. The report analyzed the data based on consumer age. Ed then sent you a follow-up e-mail asking if there were any differences between male and female consumers. You already analyzed that and there were only a few small differences. Respond positively to Ed's question and answer it.