



COMPANY AND JOB



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Expemo code:
192Z-JMA7-IG8

1

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 |





2 Describing a company

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

Audio



Company	Toyota Motor Corporation
Headquarters	
Founder	Kiichiro Toyoda
Year founded	
Year of expansion to US	
Employees	
Subsidiaries	
Turnover (2018)	
Brands owned	Lexus, Scion
Shareholdings	Daihatsu Motors, Isuzu Motors and Yamaha Motors

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

Audio



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



3

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



4 Describing your job

Video 1



Video 2



Video 3



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

Audio 1



Audio 2



Audio 3



	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 responsible 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 the company's working conditions.

On the whole, I _____ my work.

What I like _____ about my work is *the responsibility, the challenge and of course the salary.*

I _____ my work very interesting.

One task I don't _____ like is *chasing money from late payers.*

The _____ I don't really like is *the long hours.*

_____ I don't like so much is *when I have to deal with a difficult employee.*