



Business Pre-Intermediate

Unit 1: Companies

Objectives

- Talk about what companies do
- Talk about your company
- Ask somebody to repeat information
- Introduce yourself and others



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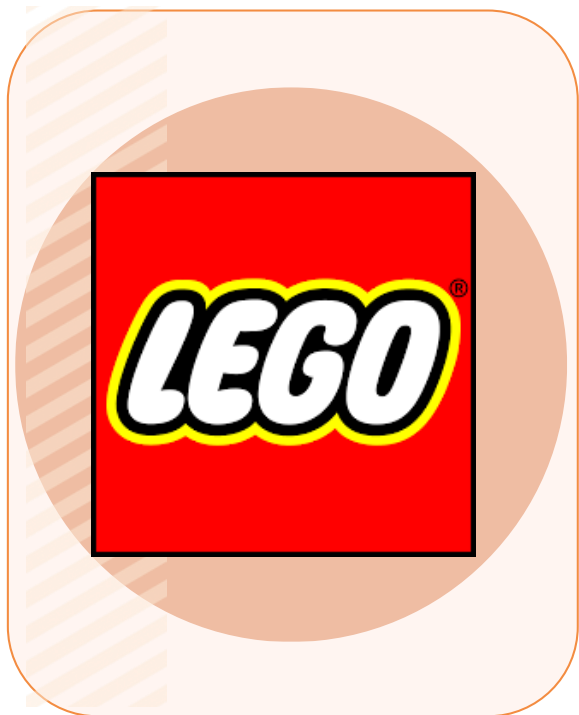
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1. Match the companies with facts (1-8).



1. This company's first color was yellow, to represent Modena, the Italian town. Now it's red.

2. Its name comes from two Danish words that mean "play well".

3. This company shows everything from A to Z in its logo.

4. Its name comes from a stomach helper called pepsin.

5. This company sells one Billy bookshelf every 10 seconds around the world.

6. This company is known by 94% of the world.

7. It feeds over 68 million people every day.

8. This company is named after the Greek victory goddess.

2. Read this text and answer the questions below.

Procter & Gamble is a big company. It is **based in** the USA and its **head office** is in Cincinnati, Ohio. It **produces** things like soap, shampoo, and baby diapers. Most of its **revenue** comes **from** selling these products. Procter & Gamble has about 101,000 employees. It is **well known for** making popular products like Tide for washing clothes, Pampers for babies, and Gillette for shaving. It **operates in** over 180 countries and **specializes in** making cleaning and hygiene products as well as personal care items. Its main **competitor** is Unilever.

1. Where is Procter & Gamble based?
2. What does it produce?
3. Where is its head office?
4. How many employees does it have?
5. What does it specialize in?

3. Find the words in the text that mean the same as:

1. famous _____
2. to focus on a specific area of expertise or activity _____
3. to make _____
4. someone that contests with others for the same market _____

5. income _____
6. to be located in _____
7. to work in _____
8. main office _____



Procter & Gamble



4. Complete the sentences with the words below.

- specializes
- based in
- competitor
- produces
- operates
- head office
- well known
- provides
- employees

- 1. Toyota _____ cars and trucks.
- 2. Google is _____ Mountain View, California.
- 3. Coca-Cola is _____ for its soft drinks.
- 4. Pfizer _____ in pharmaceuticals.
- 5. Spotify _____ streaming music services.
- 6. IKEA _____ in over 50 countries.
- 7. Netflix's main _____ is Hulu.
- 8. Microsoft has over 100,000 _____.
- 9. The _____ of Volkswagen is in Wolfsburg, Germany.

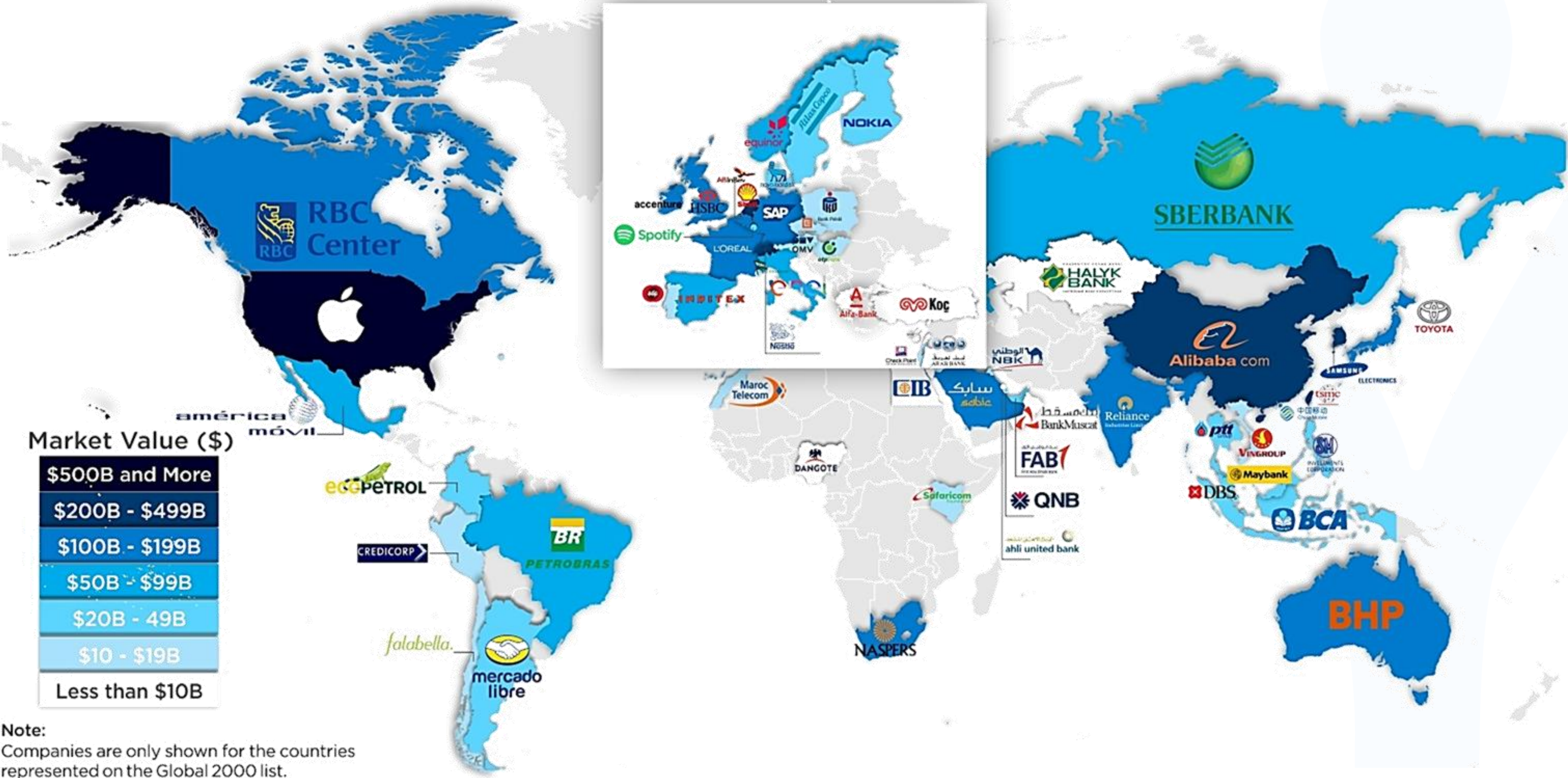


5. Read the information below and make a presentation about the Swatch Group.

Name of group	The Swatch Group
Head office	Biel, Switzerland
Companies in group	Omega, Tissot, Swatch, Flik Flak
Most famous product	Swatch watch
Price	cheap, from €50
Best seller	The MoonSwatch - over 1 000 000 watches sold in 2022
Annual sales	118 000 000 watches
International operations	50 production centers - in Europe: France, Switzerland, Italy, Germany - in Asia: Thailand, China, Malaysia
Number of employees	33,500 employees in over 50 countries

6. Tell your teacher / partner about your company. Try to use the words in 4.

1. Look at the map below. What is the biggest company in your country? Do you agree?



Article & Sources:
<https://howmuch.net/articles/the-worlds-largest-public-companies-by-country-2019>
Forbes - <https://www.forbes.com> - Global 2000: The World's Largest Public Companies 2019

2. Match the words (1-6) with definitions (a-f).

1. to employ

2. to manufacture

3. multinational

4. annual sales

5. subsidiary

6. turnover
- a. money a company earns

b. a smaller company owned by a bigger one

c. to produce

d. a company in many countries

e. to give someone a job

f. money made in a year



3. Listen and complete the table.

Audio 1.1



STARBUCKS®

	Lisette Thompson	Rosie Rodriguez	Annabel Goldner
Company nationality			
International operations			
Products			
Target customers			
Turnover			
Company name			



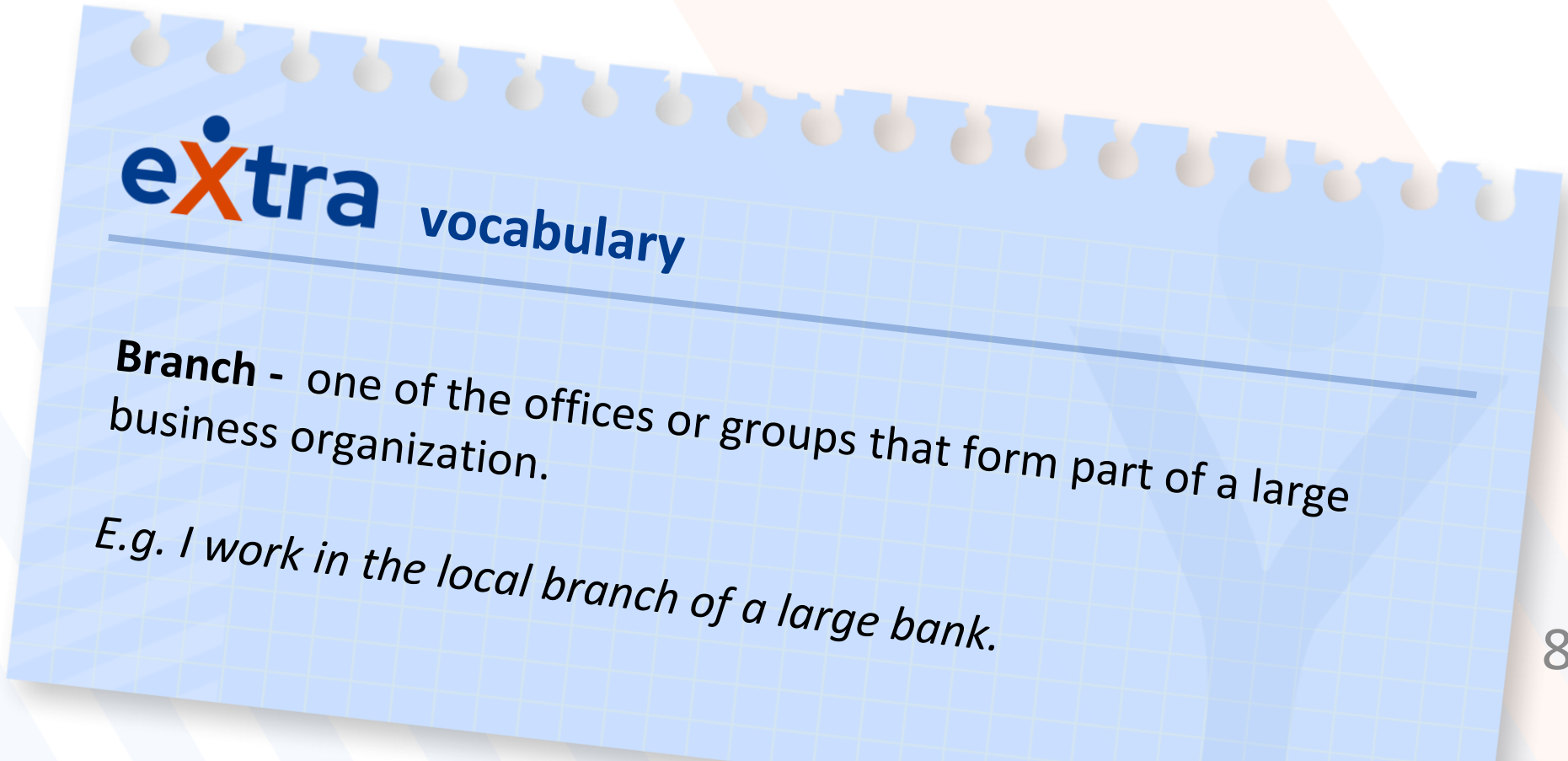
4. Substitute the words in *italics* with their synonyms below.

- employs
- manufactures
- multinational
- head office
- subsidiaries
- turnover

1. The *main office* of Apple is in the United States.
2. Nike *produces* sports shoes and clothes.
3. Samsung *has* thousands of people around the world.
4. McDonald's has *branches* in many countries.
5. Google is a big company. Most of its *money* comes from ads and services.
6. Coca-Cola is an *international* company; it sells drinks in almost every country.

5. Prepare a short presentation about a well-known company. Present your information, but do not say the company's name. Your teacher / partner must guess what company it is.

Nationality	
Head office	
Type of products / services	
Best-known products / services	
Number of employees	
Main competitor	



1. Discuss the information below with your teacher / partner. What is your favourite takeaway food?

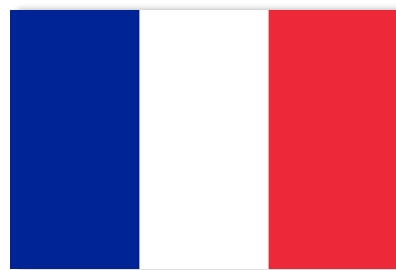
The most popular takeaway choices around the world



2. Match the countries (1-5) below with their favourite pizza toppings on the right (a-e) *(optional)*.



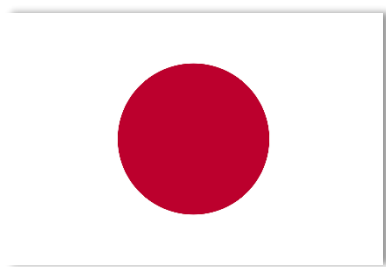
1. Germany



2. France



3. Costa Rica



4. Japan



5. Brazil



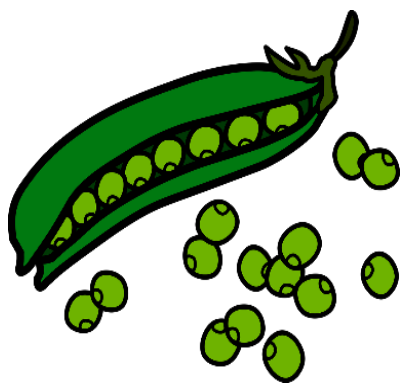
a. Coconut



b. Tuna



c. Squid



d. Peas



e. Fresh / soured cream



Audio 1.2

3. Listen to the interview about Domino’s pizza and complete the table.

1. Number of stores	
2. Number of employees	
3. Products	
4. Popular pizza toppings	
5. Main competitor	



4. Complete the sentences from the interview with words (a-g).

- a. competitors

b. worldwide

c. employs

d. same

e. sell

f. well-known

g. employ
1. How many people does Domino's _____?

2. Domino's _____ about 350,000 people.

3. Our brand is very _____ around the world.

4. No, we do not only _____ pizzas.

5. Are all Domino's pizzas the same _____?

6. No, all Domino's pizzas are not _____ worldwide.

7. Do you have any _____?

5. Complete the Language point with the examples from exercise 4.

LANGUAGE POINT

We use the Present Simple for regular actions and permanent facts.

1. A negative sentence with the verb **be**. E.g. _____

2. A negative sentence with the verb **do**. E.g. _____

3. A question with the verb **be**. E.g. _____

4. A question with the verb **do**. E.g. _____

6. Put the verbs in brackets in the correct form.

1. Google _____ more than just a search engine; it also _____ cloud services. **(be) - (offer)**
2. How many products _____ Apple _____ every year? **(launch)**
3. The employees at Microsoft _____ in a very collaborative environment. **(work)**
4. _____ Samsung _____ more TVs than any other company in the world? **(produce)**
5. What service _____ Netflix _____? **(provide)**
6. Tesla _____ electric cars, solar panels, and clean energy products. **(make)**
7. LinkedIn _____ professionals to connect. **(allow)**
8. The employees at Google _____ suits to work; they usually wear casual clothes. **(not wear)**

7. Correct the mistakes.

1. How many stores/factories your company has around the world?
2. How many people do your company employ?
3. What does your main product/service?
4. Have you any competitors?

8. Answer the questions in exercise 7.



1. Do the test and discuss the answers with your teacher / partner.



Audio 1.3

2. Listen to the conversation. Is it successful? Why?

1. If you don't understand a person during a business meeting, you:

- a. smile and stay quiet.
- b. ask them to repeat.
- c. act as if you understood everything.

2. When you receive an email from your boss that is difficult to understand, you:

- a. feel upset because it's hard.
- b. ask for more explanation.
- c. decide to deal with it later.

3. If someone uses a word you don't know in a work conversation, you:

- a. ignore the new word.
- b. ask to explain the word.
- c. say you don't like unknown words.





3. Listen to 3 conversations. What are they about?

Audio 1.4

- 1. Conversation 1 _____
- 2. Conversation 2 _____
- 3. Conversation 3 _____

4. Match (1-6) with (a-f).

- | | |
|--------------------|-------------------------|
| 1. Come | a. that again? |
| 2. What did you | b. just say? |
| 3. Sorry, I didn't | c. speak up please? |
| 4. Could you speak | d. more slowly, please? |
| 5. Could you | e. again? |
| 6. Could you say | f. catch that. |

extra vocabulary

Turnover is money from sales.
Revenue is all money a company makes.

*E.g. The business has an annual turnover of \$350,000.
Revenue from online ads is less than from print advertising.*

- High / low turnover
- Annual / daily / yearly turnover





Audio 1.5

5. Listen again to the conversations (1-3). Use the phrases below to ask the speaker to repeat information. Start speaking after the beep.

- Sorry, can you repeat that?
- Could you say that again?
- Come again?
- Excuse me?
- Pardon me?
- What was that again?
- Sorry, I didn't catch that.
- Could you speak up please?
- Could you speak a little louder?
- Can you say it in another way?
- Could you speak more slowly, please?
- What did you (just) say?



1. What information do you give when you introduce yourself in a business situation?
Choose from the list below.

- ☐ Name
- ☐ Last name
- ☐ Nationality
- ☐ Marital status
- ☐ Age
- ☐ Children
- ☐ Job
- ☐ Hobbies
- ☐ Email address
- ☐ Salary



Audio 1.6

2. Listen to the conversation and complete the table.



	Ana Kent	Ben Hastings	Stefania Boni	Akiko Watanabe
Job and responsibilities				
Company				
Reason for being at the event				





3. Complete the questions below with question words (a-f).

- | | |
|---------------|---|
| a. Where | 1. _____ do you do? (= What's your job) |
| b. What | 2. _____ do you do? |
| c. Why | 3. _____ about you? |
| d. How | 4. _____ are you here at this event? |
| e. What / How | 5. _____ do you work for? |
| f. Who | 6. _____ are you from? |



• create	• set up	a company
• establish	• start (up)	
• found	• run	

Key expressions

4. Read the advice below. What are you good at? What is difficult for you?

How to make small talk

Keep your introduction brief

Listen

Show interest

Avoid sensitive topics (politics, religion, gossip)

Do not respond with just "yes/no". Provide some details

Ask questions

Find common interests

End the conversation on a positive note



Audio 1.7

5. Listen to Ben and Aiko making small talk. Tick (✓) the things that they discuss.

- ☐ jobs
- ☐ pets
- ☐ travelling
- ☐ conferences
- ☐ food
- ☐ hobbies
- ☐ weather
- ☐ weekend



6. Read the key expressions. Ask your teacher if you don't understand any of them.

Introducing yourself

- Can I introduce myself?
- My name's / I'm ...

Introducing others

- Can I introduce you to ... ?
- This is ...

Responding

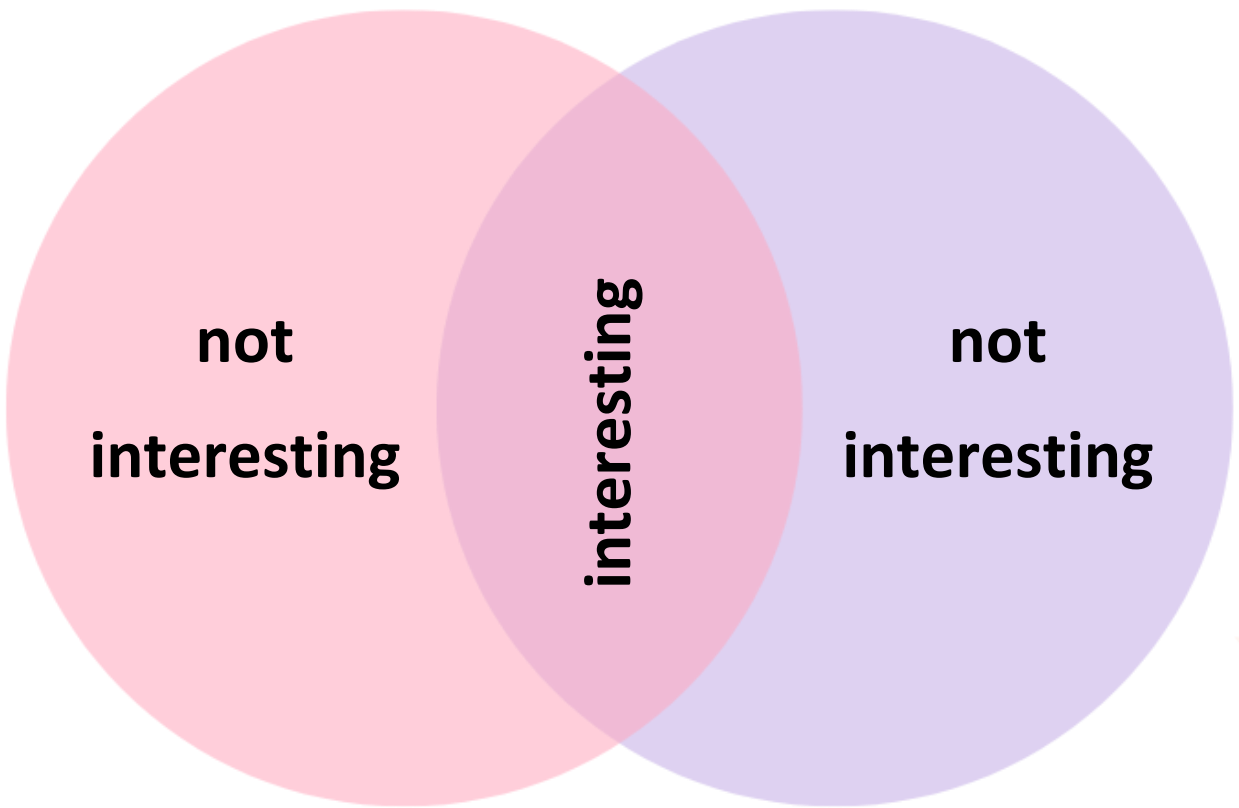
- Nice to meet you. / How do you do?
- Nice to meet you, too.

Asking about person/job/company

- What's your name (again)?
- Where are you from?
- Who do you work for?
- What do you do?
- Why are you here?
- What / How about you?

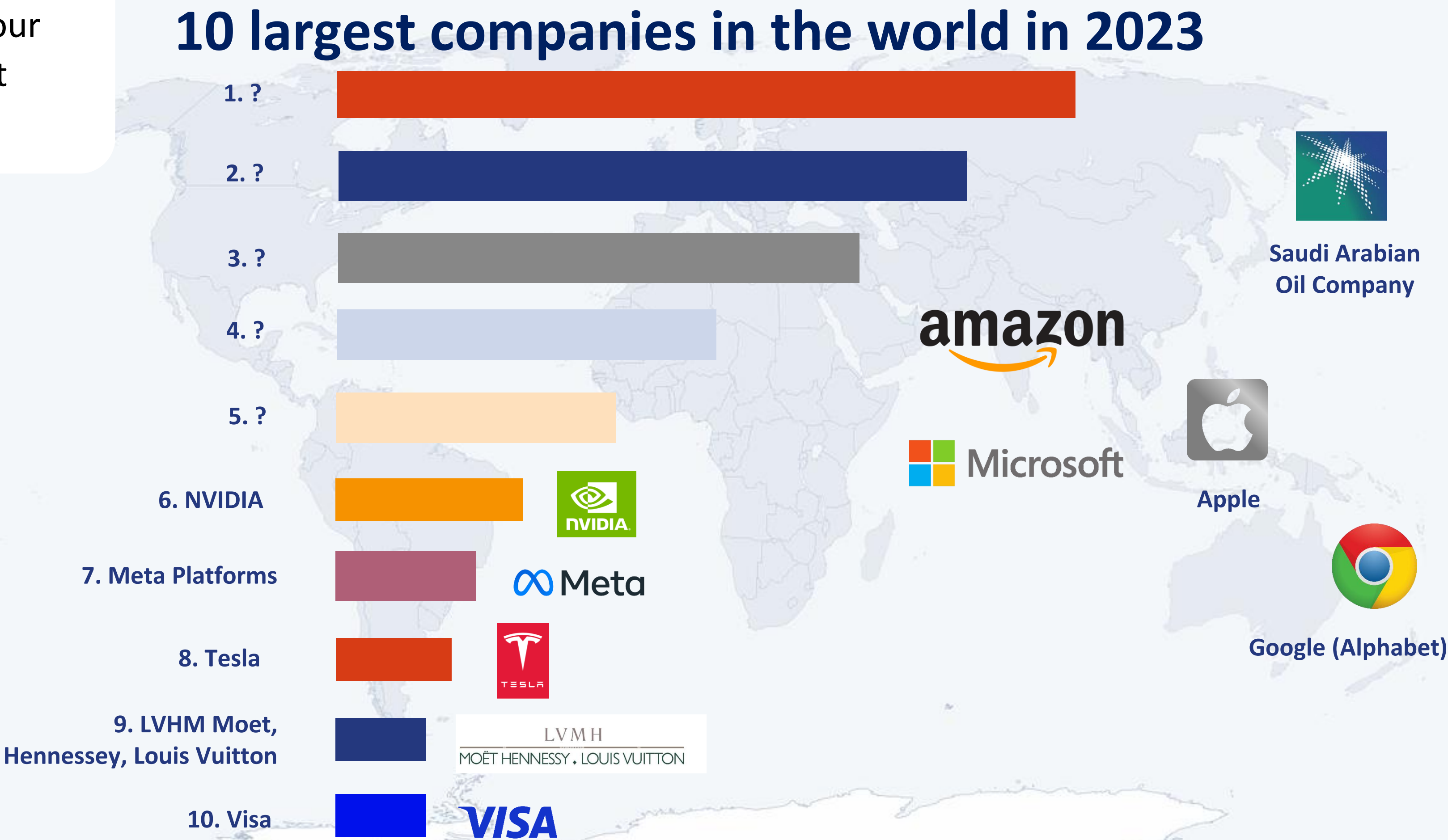
7. Work with your teacher / partner. Decide which topics below are interesting for both of you.

- | | |
|---------------|--------------|
| • your jobs | • weather |
| • technology | • food |
| • the weekend | • travelling |
| • recent news | • shopping |



8. Work with your teacher / partner. There is a social event at your company. You do not know all your colleagues. Introduce yourself to another person and make small talk about the interesting topic(s) from exercise 7.

1. Below are the 10 largest companies. Put companies 1-5 on the chart, then check your answers on the next page.



2. Choose 2 companies from the list and tell your partner / teacher what you know about them.

10 largest companies in the world in 2023



3. Match words (1-9) with definitions (a-i).

- | | |
|---------------------------|---|
| 1. leading tech companies | a. a small two-wheeled vehicle |
| 2. to reduce headcount | b. a person who finds workers |
| 3. lockdown | c. using cars together with others |
| 4. scooter | d. big companies that make new technology |
| 5. to launch | e. bringing food to your home |
| 6. car-sharing | f. to have fewer workers |
| 7. grocery delivery | g. a time when you must stay inside |
| 8. bureaucracy | h. to start something new |
| 9. recruiter | i. many rules in offices or government |

4. Watch the video about Bolt and answer the questions.

https://www.youtube.com/watch?v=rNSlwjmynYQ&ab_channel=Bolt

1. How many customers does Bolt have?
2. How many employees work at Bolt?
3. What happened during lockdown?
4. What services does Bolt provide?
5. What nationality is the company?

5. Answer the questions from exercise 4 about your company.



1. Complete the table.

Verb	Noun	Person
		seller
compete	competition	
	employment	
		producer

2. Complete the sentences below with the words from exercise 1.

- 1. Tissot _____ luxury watches around the world.
- 2. Toyota _____ reliable cars.
- 3. Microsoft _____ over 160,000 people all over the world.
- 4. Instagram's main _____ is TikTok.

3. Complete the sentences with prepositions.

- 1. Deloitte specializes _____ professional services like audit and consulting.
- 2. Volkswagen is based _____ Wolfsburg, Germany.
- 3. Samsung is well-known _____ electronics and smartphones.
- 4. Amazon operates _____ numerous markets worldwide, including e-commerce, cloud computing, and artificial intelligence.

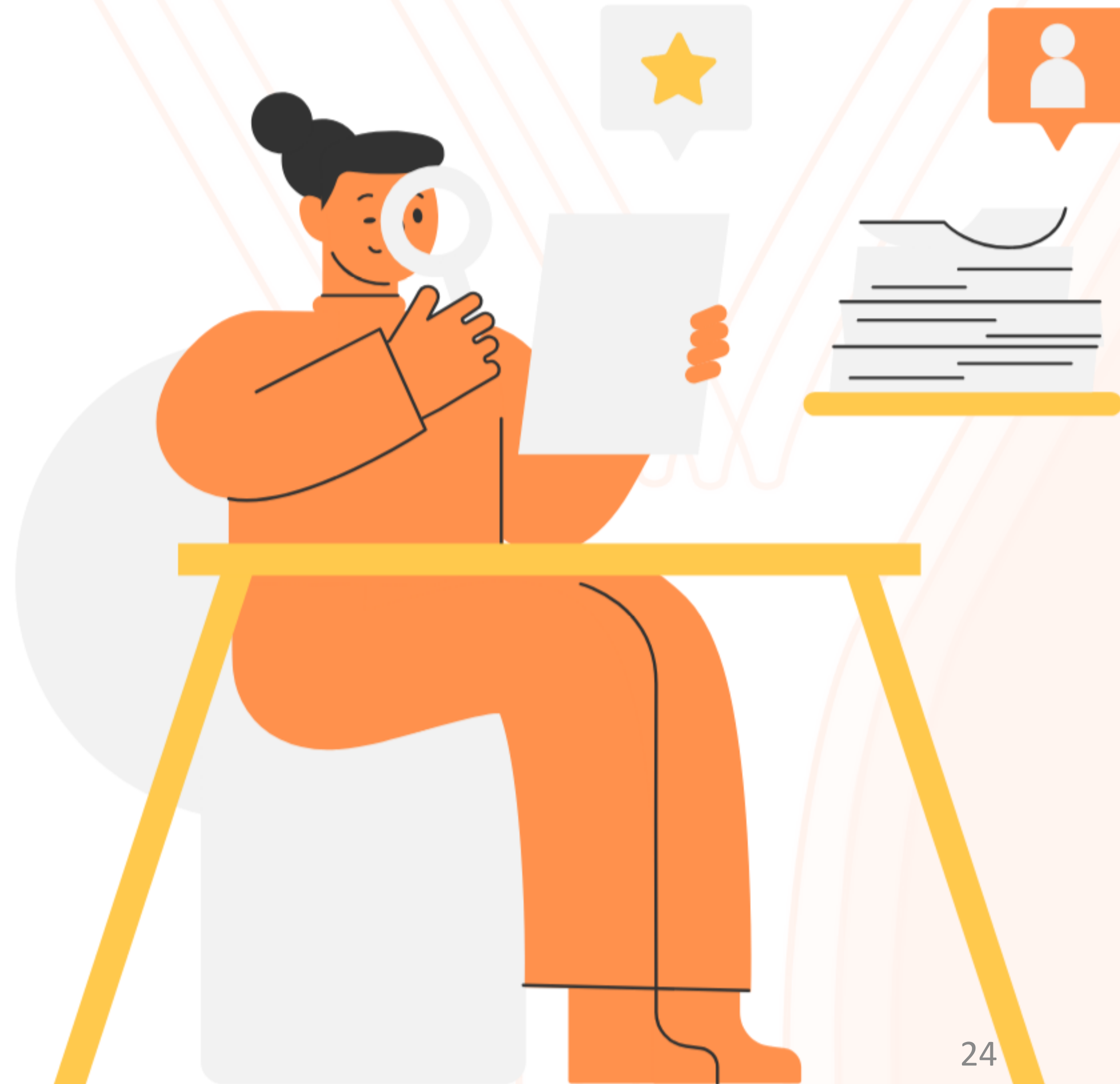
4. Complete the sentences with the correct form of the verbs.

- specialize
 - produce
 - employ
 - manufacture
 - operate
 - compete
1. Where _____ Nike _____ its products?
 2. _____ Tesla _____ in electric cars?
 3. Sony _____ with Nintendo in the gaming industry.
 4. Netflix (not) _____ in China.
 5. Walmart _____ over 2.3 million people globally.
 6. _____ LEGO _____ toys for all ages?

5. Choose the correct verb.

1. How many employees **do / does** your company **have / has**?
2. Who **does / are** your customers?
3. Where **do / does** you **sell / sells** your products?
4. What products **do / does** Samsung **manufacture / manufactures**?
5. Which countries **do / does** Coca-Cola **operate / operates** in?
6. Who **is / does** your company **compete / competes** with in the market?

6. Answer the questions in exercise 5.



7. Put the phrases in the conversation in the correct order.

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

7. _____
1. **Maria:** I work in a bank. How about you?

2. **Alex:** Nice to meet you, too, Maria. Where are you from?

3. **Maria:** I'm from Spain. And you? How about you?

4. **Alex:** Can I introduce myself? My name's Alex.

5. **Alex:** I'm a sales rep.

6. **Maria:** Nice to meet you, Alex. I'm Maria.

7. **Alex:** I'm from Italy. What do you do?

7. Put the words in the correct order.

1. say / you / Could / again / that?

2. was / What / again / that /?

3. catch / that / Sorry / I / didn't.

4. you / up / Could / please / speak?

5. way / it / Can / say / another / in / you?

