

A Which of these companies do you or would you like to work for?

- 1 a family-owned company
- 2 a multinational company
- 3 your own company (be self-employed)

B Can you name a company in each of these business sectors? Is there one that you would like to work for?

- Telecommunications/Media
- Banking and finance
- Food and drink
- Engineering
- Transport
- Retailing
- Pharmaceuticals/Chemicals
- Manufacturing
- Another service industry
- Construction
- IT/Electronics
- Tourism

Complete the sentences below with the words and phrases in the box.

head office market share net profit parent company
share price subsidiary ~~turnover~~ workforce

- 1 The amount of money a company receives from sales in a particular period is called its turnover.
- 2 The money a company makes after taking away its costs and tax is its
- 3 A company which owns another company is called a
- 4 The employees in a particular country or business are called the
- 5 The percentage of sales a company has in a particular market is its
- 6 The main building or location of a large organisation is its
- 7 The cost of a company's shares is its
- 8 A company which is more than 50% owned by another company is called a

Complete this extract from a company report with appropriate words or phrases from the box in Exercise B.

Financial performance

I am pleased to say the parent company¹ has continued its excellent performance. We are changing, growing and doing well at a difficult time for the industry.² was €57.2 million, an increase of 15% on last year, and³ rose by 5% to €6.4 million.

We are a highly competitive business. We have increased our⁴ to 20%. Consequently, our⁵ has risen and is now at an all-time high of €9.6.

Increased production and strong demand have had a positive effect on our cashflow, so we are able to finance a number of new projects. We have successfully moved to our new⁶ in central London. We are now planning to start full production at the recently opened Spanish⁷ in October.

Finally, thanks once again to our loyal and dedicated⁸. Our employees will always be our most valuable asset.

🔊 CD1.18 Listen to the first part of an interview with Susan Barratt, the Chief Executive Officer of Nature's Way Foods, and correct the six mistakes in this paragraph.

Nature's Way Foods is a drinks-manufacturing company based on the east coast of Ireland. They put chilled product, the majority of which is milk and cheese, into various types of packaging for the major retailers and various food-service companies in Ireland.

🔊 CD1.19 Listen to the second part, where Susan talks about the reasons for the company's success, and complete these notes with one word in each gap.

First reason for success: the¹

- Health – desire to eat healthy²
- Convenience –³-poor
- Sustainability – low level of food⁴
- Indulgence – diet Monday to Friday, but have several pieces of cake on Friday night

Second reason for success: the way they⁵ the business

- High-.....⁶ business
- Produce hundreds of⁷ of units
- Need to be very⁸ in the way they produce them
- Invested heavily in⁹ and processes

🔊 CD1.20 Listen to the third part and answer these questions.

- 1 What two things has Susan enjoyed the most when running a company?
- 2 What does she not enjoy about running a company?

🔊 CD1.21 Listen to the final part and complete this extract.

I've learned a lot of lessons from the companies I've worked for. I think the key thing is that you have to make sure your¹ in the organisation are engaged with the organisation and have a clear² of what that organisation is trying to³.

If you can get that clarity of⁴ and⁵ from the people within the organisation, then that will help move the business forward in itself.