

1. What's the task?
2. Who are the Project Managers?
3. Do you think you would perform well if given a similar task?

What is Syed saying about choosing a Project Manager?(00:05:20)

They were trying to decide exactly who _____ be.
 And I was actually _____, _____ honest.
 I mean, I didn't _____ Sharon.

Why is Ansul's team said to be perfect to sell cars? (00:07:25)

Sam's worked at _____
 Jo trained _____
 Ruth is a _____

Are the following statements true or false: (00:08:00 - 00:08:24)

Several people have told Paul (on the right) that he should never sell cars T/F
 Sharon is not very knowledgeable about cars T/F
 Sharon says she knows a few things about cars T/F
 What matters to her is that they look nice, are fast and have a cd player T/F

Listen to Ansul talking to the manager: (00:11:50)

A: Have you had any problems with the car?
 M: _____ enough, about 6 month ago I _____ a grand on it
 A: A grand? What happened?
 M: _____ went which is probably what _____, I
 should imagine a 1000 pounds. Is it? Is it worth a 1000 pounds _____?
 A: I'll just finish it _____ if that's ok and then I'll be able to sit you down and _____
 _____ if that's ok?
 Do you ever answer a question, Ansul?
 Absolutely, but I _____ with it, I'm just obviously looking for...
 to be honest it looks a nice car it looks like sth I would _____.

How would you describe Jo's style of selling? Is it effective?

END OF LISTENING EXERCISES

Complete the text with appropriate prepositions: to, of, on, in, into, with



The vehicle identification plate is located the front panel
 the engine compartment. This plate bears technical
 information your vehicle and identifies various
 components. The vehicle identification number is attached
 a metal tag top the instrument panel and also
 stamped the body your vehicle the right-hand side. It is located under the
 plastic cover front the front seat. In addition this, the air bag symbol the
 instrument panel tag indicates that the vehicle is fitted an air bag system

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|------------------|----------------------|
| ATTEMPT | FAVOUR |
| BUSINESS | CORRESPONDENCE |
| PROFIT | MONEY |
| DECISION | PROGRESS |
| MISTAKE | SUGGESTION |
| WORK | JUSTICE |
| CHANGES | ARRANGEMENT |
| PHONE CALL | POINT |

Explain the meaning of the following sentences:

- a) He's **on the verge of** closing a deal
- b) I knew I was **in the wrong**
- c) These are the vehicles that we **ultimately** chose
- d) **The bottom line is** that 'best' is not good enough
- e) No wonder the directors were bloody **skint**
- f) The lack of support from my team was the biggest **obstacle**
- g) You got the **bollocking**, didn't you?
- h) It's a **black-tie night**
- i) I was **smirking** to myself
- j) Over a thousand cars are displayed in a **bewildering array** of models
- k) If the teams don't sell tomorrow, the company will lose a **small fortune**
- l) That is **well cheap!**

Report the following sentences using the words given in appropriate forms:

'Please, give me another chance'	BEG
Jo	
Jo didn't want to confirm that she didn't sell any cars	ADMIT
Jo	
Paul didn't like they way the team treated Sharon	DISAPPROVAL
Paul	
'I did not take over the role of the manager'	DENY
Ruth	
'It's a disgrace!'	DISAPPOINTMENT
Sir Alan	
'I'm in this board room as people want to get rid of me'	MAINTAIN
Jo	
'Let's close the deal in the office'	SUGGEST
Ruth	
'Perhaps you should take care of these customers'	SUGGESTION
The manager	
The customer didn't agree to pay the first price	OBJECT
The customer	