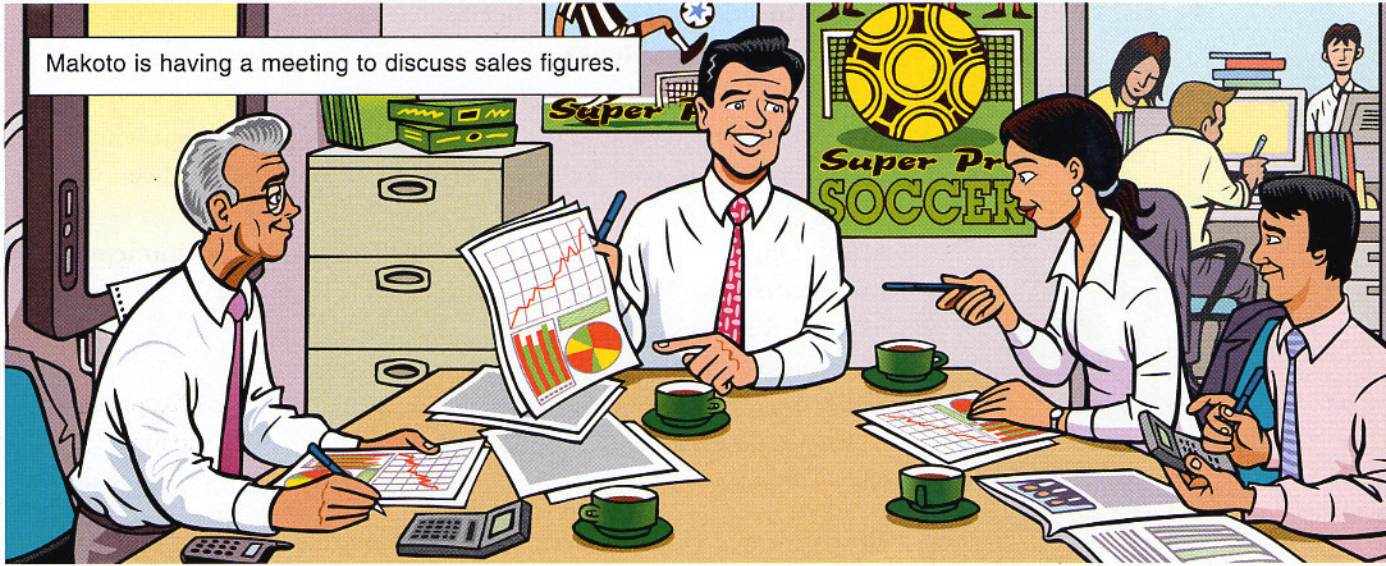


## 8 What are the sales figures?



### LISTENING

Makoto is talking to Tina Chang and Jun-Ho Kim about sales of computer games. Listen. Check (✓) the numbers you hear.

- 1 Taiwan sells  14,300 of Super-Pro Tennis per month.  
 40,300
- 2 Korea sells  12,600 of Super-Pro Tennis per month.  
 20,600
- 3 Taiwan's first year sales estimate for Super-Pro Soccer is  
 17,000  170,000
- 4 Korea's second year sales estimate for Super-Pro Soccer is  
 155,500  165,000
- 5 The promotion budget is  
 US\$905,000  US\$935,000

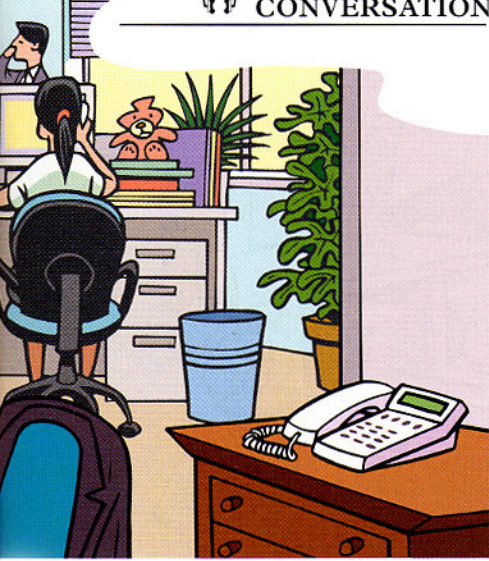
### LOOK AND LEARN

Study these questions and answers:

What are the sales figures for Taiwan?	On average fourteen thousand three hundred (14,300) units per month.
How many units do you sell in Korea?	We sell twenty-five thousand (25,000) units per month.
What are the sales estimates for next year?	We estimate sales of around predict eighteen thousand (18,000).
What are the plans for promotion?	We plan to do a direct mail campaign.
What's the budget for advertising?	About two hundred and fifty thousand dollars (\$250,000).

Now practice with a partner. Take turns asking and answering.

 **CONVERSATION**



Listen to this conversation between Makoto and Peter Lee. Fill in the blanks.

MAKOTO: Can you tell me about sales of Super-Pro Tennis in (1)..... ?

PETER: Well, sales are pretty good. We sell on average (2)..... units per month.

MAKOTO: And what are your sales (3)..... for next year?

PETER: We estimate sales of around (4)..... in the first year and (5)..... in the second year.

MAKOTO: That sounds great. And what are your plans for promotion?

PETER: We plan to do a (6)..... campaign.

Now practice the conversation with a partner.

**OVER TO YOU!**

Make two more conversations like the one above. Use this information:

- |                 |                       |
|-----------------|-----------------------|
| (1) Malaysia    | Thailand              |
| (2) 11,300      | 16,500                |
| (3) forecasts   | predictions           |
| (4) 580,000     | 625,000               |
| (5) 690,000     | 660,000               |
| (6) direct mail | newspaper advertising |

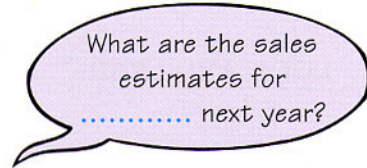
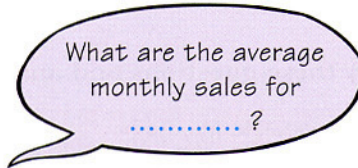
**ACTIVITY**

Work in pairs.

**Student A:** Look at this page.

**Student B:** Turn to page 56.

**Student A:** You are having a meeting with Student B to discuss sales figures. Ask and answer questions to complete the chart below.



<b>GAME: Moto-X Pro</b>		
Country	Average monthly sales (units)	Sales estimates next year (units)
Japan	16,900	
Korea		155,000
Malaysia	14,600	
Singapore		130,000
Taiwan		135,000
Thailand	13,400	

## 9 Do you have an e-mail address?



**LISTENING** Miki is talking on the phone. Which message does she leave for her boss? Listen. Check (✓) the correct answer.

1

Jack Myers called.  
He can't make the meeting on the 12th.  
Tel. number 0674-23-4050.  
Email: jcm@mailbox.com  
Please call him later.

2

Jack Mayers called.  
He can't make the meeting on the 20th.  
Tel. number 0674-23-4050.  
Email: gcn@mailbox.com  
He'll call back later.

3

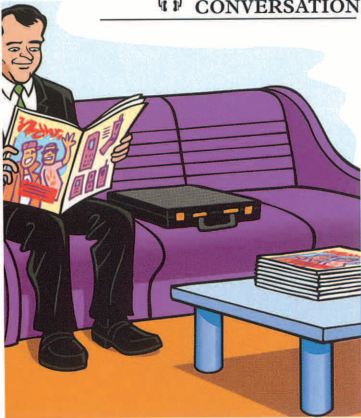
Jack Myers called.  
He can't make the meeting on the 12th.  
Tel. number 0674-32-4050.  
Email: jcm@mailbox.com  
Please call him ASAP.

**LOOK AND LEARN** Study these questions and answers:

Could I speak to Ms. Ito?	Certainly. One moment, please. I'm sorry, she's in a meeting.
Would you like to hold?	Yes, please.
Can I leave a message?	Yes, of course.
Could you ask him to call me?	
Could you tell her that I'll be a little late?	
Could I have your phone number, please?	Yes, it's 050-472-8836.
What's your fax number, please?	It's 935-454-5656.
Do you have an e-mail address?	Yes, it's jan@theshop.com
Could you spell that, please?	It's W-E-S-L-E-Y.
Is that M as in Michael?	That's right.

Now practice with a partner. Take turns asking and answering.

**CONVERSATION**



Listen to this conversation between Miki and Mr. Riley, a client. Fill in the blanks.

MIKI: Pacific Rim Trading Company. May I help you?  
 MR. RILEY: Hello. Could I speak to (1)....., please?  
 MIKI: I'm sorry, she's in a meeting.  
 MR. RILEY: Can I leave a message?  
 MIKI: Certainly. May I have your name, please?  
 MR. RILEY: Mark Riley. That's R-I-L-E-Y.  
 MIKI: And could I have your telephone number, please?  
 MR. RILEY: It's (2).....  
 MIKI: Do you have an e-mail address, Mr. Riley?  
 MR. RILEY: Yes, it's (3).....  
 MIKI: That's (4)..... And the message, sir?  
 MR. RILEY: Can you ask her to call me (5).....?  
 MIKI: I'll give her your message, Mr. Riley. Thank you for calling.

Now practice the conversation with a partner.

**OVER TO YOU!**

Make three more conversations like the one above. Use this information:

(1)	Ms. Oda	Doctor Teng	Lucy Hunt
(2)	22-356-8907	0765-214-1318	64-637-3599
(3)	mkr1@hotmail.com	m.riley@renee.co.hk	rileym@webtext.co.uk
(4)	mkr1@hotmail.com	m.riley@renee.co.hk	rileym@webtext.co.uk
(5)	as soon as she can	tomorrow morning	before 5:00 p.m.

**ACTIVITY**

Work with a partner.

**Student A:** Look at this page.

**Student B:** Turn to page 57.

**Student A:**

- You work at A1 Trucks. Answer the phone. Take a message for Ms. Ryan, who is in a meeting.
- Now change roles. You're calling from VIP Designs. Call Tower Gifts. Ask to speak to Mr. Chung. If he isn't there, leave a message. You've reserved a table at the Napoli for lunch at 1:00 p.m. tomorrow. Use your own name. Invent a phone number and e-mail address.

Date: .....

.....

called while you were out.

Tel: .....

E-mail address: .....

Message: .....

.....

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