

**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.

What are the average monthly sales for ..... ?

What are the sales estimates for ..... next year?

GAME: Moto-X Pro		
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	