

Unit 11 Marketing & Sales

Part I Photographs 52

Directions: You'll see a picture and hear four short statements. Choose the statement that best describes what you see in the picture. Then mark your answer on your answer sheet.

- The woman is giving a lecture.
 - The man and the woman are sitting face to face.
 - The man is receiving papers from the woman.
 - The woman is sitting behind the man.
- The people are having a break.
 - The people are having lunch.
 - The people are having a meeting.
 - The people are having a lunch meeting.

☞ (A)の have a break は「休憩をとる」という意味。
- Many children are sitting around the table.
 - Many people are walking around the table.
 - Many waiters are standing around the round table.
 - Many employees are working at the round table.

Part II Question-Response 53

Directions: Now, you'll hear a question or statement followed by three responses. Choose the best response to each question or statement.

- Where will the conference be held next year?
 - Mr. Jones will attend.
 - Every year.
 - In London.

- About how long will the conference last?
 - It's walking distance from here.
 - It'll cost about 200 dollars an hour to rent the room.
 - Why don't you give us three hours or so?
- Can I see Mr. Stevens now?
 - I'm afraid not. He's out of town today.
 - I wish I could. She's in now.
 - I hope not. She's gone for the day.
- But this product is very good for the health.
 - If it weren't, you could be rich.
 - That's not the point, though.
 - Then I shouldn't have bought it.

Part III Short Conversations and Short Talk 54,55,56

Directions: Now, you'll hear two short conversations and one short talk. In your textbook, you will read a question followed by four answers. Choose the best answer to each question and mark it on your answer sheet.

- Man: I'm not happy with the latest advertising campaign.

Woman: Maybe we should consider switching agencies.

Man: I'd rather just cut this campaign short and get something else going.
- Woman: The marketing conference was really interesting.

Man: I wish I'd been able to go.

Woman: Maybe next year.
- Dentists agree that brushing with Ultra-brite can help prevent bad teeth. Using Ultra-brite will protect your teeth and give you a beautiful smile.