#### **COMPANY AND JOB**

# **Key words**

# 1. Match the terms on the left with the definitions on the right:

1	founder	a	a large company that does business in several		
			different countries		
2	annual turnover	b	a part of a company that is owned by a person or		
			by other company		
3	shareholding	С	a person who establishes an organisation		
4	subsidiary	d	a smaller company that is owned by another bigger		
			company		
5	division	е	one of the sectors or groups in a business or		
			organization		
6	multinational	f	the amount of business that a company does in		
	corporation		one year		

# 2. Useful expressions

Study the following expressions used for describing a company.

Headquarters						
is headquartered inis based in						
History						
was founded in/bywas established in						
Employees						
has a workforce of people employs people						
Size						
operates subsidiaries						
has shareholdings in						
has a per cent stake in						
runs stores worldwide						
Market position						
is currently the world's largest						
is the biggest in the world						
is one of the largest companies in						
has a per cent market share						
Financial results						
achieved an annual turnover ofmade a profit of						

# 3. Study some more expressions for describing a company: Competitors

Our main competitors are...

## **Customers/clients**

Products: Our main customers are/include...

Services: Our main clients are/include...

#### **Products**

We produce/manufacture ...

### Services

We provide/offer ...

# 4. Useful expressions Complete the sentences

cha	r	enjo	fin	j	m	р	qui	responsibiliti	responsib	what
ge		У	d	o b	ost	ar t	te	es	<del>le</del>	
1.	1. I'm responsible for cash flow/credit control/managing projects									
2.	2. I'm in of developing the company's long-term strategy.									
3.	3. Myinclude recruiting new employees and organising training for company staff.									
4.	. It's also myto improve the company's working conditions.									
5.	On the whole, Imy work.									
6.	What I likeabout my work is the responsibility, the challenge and of course the salary.									
7.	·									
8.	One task I don't like is chasing money from late payers.									
9.	TheI don't really like is the long hours.									
10.	10. The I don't like so much is when I have to deal with a difficult employee.									