

Lesson 10

1 PHRASE OF THE DAY

今日のフレーズ

This indicates that 40%...

～の40%が、、だと示しています。

2 SITUATION

状況

Jack is asking for some explanations about sales and expenditure figures.

ジャックは売上と支出について説明を求めています。



3 DIALOGUE

ダイアログ

Directions: First repeat after your tutor and then practice each role.

Jack : Can we go over some of the figures from last year? What about our operational expenditures?

Miles : Sure, operational expenditures are estimated at \$1,750,000. There was an increase of about 20% in expenditures from the previous year.

Jack : What percentage of that was for R & D?

Miles : We spent \$437,500 on R & D last year. Roughly, an increase of 25% from the year before.

Jack : And what about the sales figure, Cathy?

Cathy : Sales were at \$5,450,000. Up about 10 points. Our gross profit was \$2,450,000. **This indicates that 40% of** total sales was our gross operational profit for the year.

Jack: Good to hear, the shareholders will be very happy indeed.

4 VOCABULARY

語い

Directions: First repeat after your tutor and then read aloud by yourself.

operational expenses 運営経費

roughly おおよそ

gross profit 粗利

R & D 研究開発

10 points 10ポイント

gross operational profit 総営業利益

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5 LANGUAGE FOCUS

今日のポイント

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Meeting - Explaining Statistics

Directions: First repeat after your tutor and then read aloud again by yourself.

There has been a significant decrease in ...

Sales have climbed/fallen over the past few quarters.

We've experienced a rise in ...

Sales figures have been increasing/decreasing since...

We haven't seen any noteworthy changes in...

Sales have fallen by ... % since...

There's been a slip/jump in sales over the past...

6 ACTIVITY

練習

Activity 1: Talk about the current status of your company (or country). Are they significant or minor? Make sure to use the lesson's language to describe the changes.

Activity 2: Below are graphs of the population distribution in Japan for 1950, 2007, and 2050. Discuss how the population changed and is supposed to change with your tutor.



Hints

ヒント

bottomed out 底入れ

climb 登る、上がる

collapse 崩壊

continuing 引き続き

decrease 減少

fall 落ちる

plateau 高原、平たい

peaked とがった

rise and fall 上昇下降

rise 上がる