**BE41: Companies: Reading – Two different organisations**

A. “Companies should be owned by their employees” Discuss.

B. Work in pairs. As you read, make a note of the key points about your company in the chart below.

Student A: Read Article 1 on the opposite page. Student B: Read Article 2 on the opposite page.

**Tata**

**John Lewis**

Tata

C. After reading, ask your partner what they have learned about Tata/John Lewis. Add the new information to your chart in Exercise B.

D. Compare and contrast the two companies.

EXAMPLE: Tata is an India company, but John Lewis is a British company.

E Discuss these questions.

1 What are the good and bad points of bringing in someone from outside to run a family-owned business?

2 Do you know of any company like john Lewis in your country? If so, how successful is it?

**Present Simple and Present Continuous**

A. Complete these sentences with either the present simple or the present continuous form of the verbs in brackets.

1 We normally \_\_\_\_\_\_\_\_\_\_\_ (hold) our sales conference in Mumbai, but this year we \_\_\_\_\_\_\_\_\_\_\_ (hold) it in Delhi.

2 Although we \_\_\_\_\_\_\_\_\_\_ (use) our own sales representative at the moment, we generally \_\_\_\_\_\_\_\_\_ (use) agents in China.

3 Tatsuo \_\_\_\_\_\_\_\_\_\_\_ (work) for a financial magazine. At the moment, he \_\_\_\_\_\_\_\_\_\_\_ (write) an article on insider trading.

4 Usually our Sales Director \_\_\_\_\_\_\_\_\_\_\_ (deal) with important customers, but I \_\_\_\_\_\_\_\_\_\_\_ (deal) with all enquiries while she is on holiday.

5 I \_\_\_\_\_\_\_\_\_\_\_ (come) from Poland, but at the moment I \_\_\_\_\_\_\_\_\_\_\_ (live) in Germany.

6 John Lewis \_\_\_\_\_\_\_\_\_\_\_ (want) to continue with expansion this year.

B. Complete the job advertisement below with either the present simple or the present continuous form of the verbs in the box.

be consider employ have grow look need offer offer prepare

**Sales Manager**

- We \_\_\_\_\_\_\_\_\_\_\_\_ one of the largest mobile-phone retailers in Europe.

- We \_\_\_\_\_\_\_\_\_\_\_\_independent and impartial advice on mobile phones.

- We \_\_\_\_\_\_\_\_\_\_\_\_more than 800 stores in 10 countries, and we \_\_\_\_\_\_\_\_\_\_\_\_ fast.

- We \_\_\_\_\_\_\_\_\_\_\_\_ over 3,000 workers. Currently, we \_\_\_\_\_\_\_\_\_\_\_\_ the next stage in our development, and we \_\_\_\_\_\_\_\_\_\_\_\_ for major growth outside Europe.

- We \_\_\_\_\_\_\_\_\_\_\_\_ for people who are reliable, confident and enthusiastic. We \_\_\_\_\_\_\_\_\_\_\_\_ experienced people who want to work for an expanding company.

- We \_\_\_\_\_\_\_\_\_\_\_\_ a competitive salary and private health insurance. We are willing to reward staff with attractive performance-based bonuses.