**BE40: Companies: Listening**

**A. Listening: 1.18** Listen to the first part of an interview with Susan Barratt, the Chief Executive Officer of Nature's Way Foods, and correct the six mistakes in this paragraph.

Nature's Way Foods is a drinks-manufacturing company based on the east coast of Ireland. They put chilled product, the majority of which is milk and cheese, into various types of packaging for the major retailers and various food-service companies in Ireland.

**B. Listening: 1.19** Listen to the second part, where Susan talks about the reasons for the company's success, and complete these notes with one word in each gap.

First reason for success: the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* Health - desire to eat healthy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Convenience - \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_-poor
* Sustainability - low level of food \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Indulgence - diet Monday to Friday, but have several pieces of cake on Friday night

Second reason for success: the way they \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ the business

• High-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_business

• Produce hundreds of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_of units

• Need to be very \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_in the way they produce them

• Invested heavily in \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_and processes

**C. Listening 1.20** Listen to the third part and answer these questions.

1 What two things has Susan enjoyed the most when running a company?

2 What does she not enjoy about running a company?

**D. Listening 1.21** Listen to the final part and complete this extract.

I've learned a lot of lessons from the companies I've worked for. I think the key thing is that you have to make sure your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in the organisation are engaged with the organisation and have a clear \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_of what that organisation is trying to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

If you can get that clarity of\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_from the people within the organisation, then that will help move the business forward in itself.

**E. Discuss this question**

Would you like to run your own company? Why? / Why not?

**F Prepostions:** *at, by, for, in, of, to and on* (Can use the words more than once)

**Financial performance of Pinelcom**

Pinelcom is committed \_\_\_\_\_\_\_\_\_ creating and delivering value – value to its customers, value to its employees and value to the region. Our success in moving towards this goal is most evident in the financial results for this year. Turnover \_\_\_\_\_\_\_\_\_ the close of the year was €83.5 million, that is an increase \_\_\_\_\_\_\_\_\_ 12 percent over the previous year, and profit rose \_\_\_\_\_\_\_\_\_ 6 percent\_\_\_\_\_\_\_\_\_ €7.3 million. In spite of fierce competition, we have increased our market share to almost 25 per cent. As a result, our share price has risen and is now \_\_\_\_\_\_\_ an all-time high \_\_\_\_\_\_\_\_\_ €11.6.



A huge increase \_\_\_\_\_\_\_\_\_ production and rising demand have had a positive effect \_\_\_\_\_\_\_\_\_ our cash flow. We are planning to start full production \_\_\_\_\_\_\_\_\_ our recently opened Polish subsidiary \_\_\_\_\_\_\_\_\_ May.

Finally, I would like to congratulate our staff on their outstanding performance. Thank you all once again \_\_\_\_\_\_\_\_\_ your continuing support of the company.