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| Listening ■ Speaking  Reading  Grammar  Writing |
| **Topic: Sale your product.** |

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| Instructor:  Jennis Choi | Level:  Intermediate (Adult) | Students:  8 students | Length:  30 Minutes |

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| Materials:  ♦ Realia : picture and video  ♦ White board and board marker  ♦ Vocabulary and expressions worksheet (8 copies)  ♦ Main activity worksheet(8 copies)  ♦ Computer for video. |

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| Aims:   * Main aim: Students will be able to improve their speaking skills by their own presentation. * Secondary aim: Students will be able to discuss and know how to give a presentation. * Personal aim: I want them to enjoy their talking time, and to share their idea. |

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| Language Skills:   * Speaking: Students will discuss about the topic in a group and will present their product. * Listening: Students will listen to other students’ presentation. * Reading: Students will read the sentences on the worksheet of paper. * Writing: Students will make memos on their worksheets |

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| Language Systems:   * Phonology: /r/ vs /l/ * Lexis: represent, warranty. * Grammar: work at /with/in , made from/of/with/out of * Function: persuasion, giving information. * Discourse: presentation and discussion. |

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| Assumptions:  Students already know   * What will shape of our desk is and how many classmates this class has. * What we will learn and have activities. |

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| Anticipated Errors and Solutions:   * If students may not be able to understand the activity, * I will show the video and do demonstration to encourage them to speak. * If students do not finish their presentation because of time, * I will do very short post activity. |

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| References:  http://dictionary.cambridge.org/us/grammar/british-grammar/made-from-made-of-made-out-of-made-with  Video.  <https://www.youtube.com/watch?v=2-ntLGOyHw4> |

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| **Lead-In** | | | |
| Materials: None | | | |
| Time | Set Up | Student Activity | Teacher Talk |
| 1mins | Whole class | Answering teacher’s questions | Good afternoon, everyone.  Do you like shopping? Where do you buy it? Why did you buy it? |

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| **Pre-Activity** | | | |
| Materials: Computer, Video 1, Visual Aid, Whiteboard, Board markers, Worksheet #1 | | | |
| Time | Set Up | Student Activity | Teacher Talk |
| 1mins  2mins  4mins  1mins | Whole class  individually  Groups  Whole class | Answering teacher’s questions  Answering worksheet’s questions  Working in groups  Checking answers | **1. Brainstorming**  Eliciting  (show the students a visual aid-picture)  “I will show you a picture. Do you know him? Who is he? What is he doing?  Additional explanation  I think many people want to buy it and to become like him.  Modeling  Show the subject ‘Sale Your Product’  (Write on the board)  **2. Vocabulary & Expression**  Instruction  “We are going to learn the some vocabularies and expressions.  I will give you the paper. Look at the paper. First, you carefully read the each example sentences, and then think about the meaning. Next fill the blanks. I will give 2 mins to finish.”  (Distribute the worksheet #1)  Demonstration  Look at #!.. “it means.. and answer is.. (with gesture)”  ICQ  What do you find in the paper?  Are you working with in group?  How much time do you have?  Let’s start.  Monitoring  Answer students if they have questions.  “Time’s up, everybody. Let’s check the answers.”  Check answers  “ Let’s check the answer together”  -Let students answer one by one.  -Write the spellings if necessary.  “What a nice work!” |

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| **Main Activity** | | | |
| Materials: Whiteboard, Board markers, Worksheet #1 and #2 | | | |
| Time | Set Up | Student Activity | Teacher Talk |
| 10mins | Whole class | Answering teacher’s questions. | **1. presentation**  Instruction  “We are going to learn how to give a product presentation and next you will sale your product to your classmates. Now I will give another paper. Please read the sentences. Look at the paper… ”  (distribute the worksheet #1 part 2 and #2)  Demonstration  I will show my presentation with the video.  [Make groups]  “please prepare your presentation. You have to sell it. I hope all students will succeed in the mission. I will give you 3 minutes.”  ICQ  “What do you need to give a presentation?  Can you share your opinion? ”  “How long we are going to prepare?”  “Let’s start.”  “Okay, time’s up. Are you ready?”  “Let’s start, first is your team..”  Monitoring  Give them some hints to encourage them to keep speaking.  Feedback  “Great job. Very good” |

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| **Post Activity** | | | |
| Materials: Whiteboard, Board markers, Worksheet #3 | | | |
| Time | Set Up | Student Activity | Teacher Talk |
| 3mins | Whole class | Speaking in groups | **1. Free Production**  Instruction  (Hand out worksheet #3)  “Did you think which team is the best? And why? Please tell in your grop and next tell us. I will give 1 mins.  ICQ  “How much time do you have?  Let’s start.”    Monitoring  Answer the student’s question if the need it.  Feedback  “Speak loudly and clearly. Other students have to pay attention to the reports.”  **2. Conclusion**  “Today we learned words and expressions and how to give a product presentation. Work for/at/in and made from/of/with/out of. You know what introduction, body, and conclusion are. And how to persuading and to giving information. It help you to learn English .Thank you for your presentation and see you tomorrow.” |

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| **SOS Activity** | | | |
| Materials: none | | | |
| Time | Set Up | Student Activity | Teacher Talk |
| If needed | Pairs  Whole class | Discussion and giving a presentation about their memorable trip. | Instruction  “Let’s talk about your trip. Have you ever been some country? Do you have a memorable trip in your life?  Please share your experience. I will give 3 mins. If you have some pictures, show it to us.”   Please read the instruction on the top. Very good. Let’s work in groups ”  Demonstration  “My wonderful trip was..”  ICQ  “How much time do you have?  Will you talk to your partner?”  Monitoring  Monitor discreetly. If they ask question, answer it.  Feedback  “It is time to listen to each person about the topic. Please come out to the front and tell us your experience.”  Writing  “Please write your speech. If you did not finish it, it will be your homework.” |

Visual aid



**Worksheet # 1**

**Word & Expression**

**Part 1 Word**

**♦ Represent** /ˌrep·rɪˈzent/

Meaning :

Example. His [law](http://dictionary.cambridge.org/us/dictionary/english/law) [firm](http://dictionary.cambridge.org/us/dictionary/english/firm) is representing a [dozen](http://dictionary.cambridge.org/us/dictionary/english/dozen) of the [families](http://dictionary.cambridge.org/us/dictionary/english/family) [involved](http://dictionary.cambridge.org/us/dictionary/english/involved) in that [disaster](http://dictionary.cambridge.org/us/dictionary/english/disaster).

**♦ Warranty ​ /ˌwɑr·ənˈti, ˌwɔr-/**

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Meaning :

Example.  I’ve had [problems](http://dictionary.cambridge.org/us/dictionary/english/problem) with the [car](http://dictionary.cambridge.org/us/dictionary/english/car), but it’s still under warranty./ a five-year warranty.

**♦ Work**

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| 1. Work at+(company) 2. Work for+(boss) 3. Work in+(country) |

**Fill in the blanks**

I did not want to **work \_\_\_\_\_\_\_\_**  Mr.Lee but I **worked \_\_\_\_\_\_\_\_\_** Samsung. I am happy to **work \_\_\_\_\_\_** Korea now.

**♦ Make from/of/with/out of**

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| 1. made from+(manufactured) 2. made of+(the basic material or qualities of something) 3. made with+ (the ingredients of food) 4. made out of+ (that has been changed or transformed from one thing into another) |

**Fill in the blanks**

They were living in tents **made \_\_\_\_\_\_\_\_** old plastic sheets. The plastic is **made \_\_\_\_\_\_\_\_** oil, but the dish is **made \_\_\_\_\_\_\_\_** beef, red peppers and herbs. One of them was wore a beautiful necklace **made \_\_\_\_\_\_\_\_** silver.

**Part 2 Product Presentation Expressions**

**Introduction: start**

1. Greeting the audience

- Good morning, Good afternoon. Good evening.

1. Introduce you and your company

* My name is ( ) , (company`s name ).

, and I work at ( ).

, and I represent ( ).

1. Tell the propose of the presentation

* What product are you trying to sell?
* I am here to talk about… I will take about…...
* Today, I’d like to say a few words about…
* Today, I’d like to talk about about….
* I’d like to introduce…
* I am glad to have this opportunity to…
* What is the structure of your presentation?

First first of all the first point is….

Second secondly the next point is…

Third thirdly next, we come to…

Finally last the final point is……

* Who are your clients?

**Body: Main**

1. Introduce and showing your product.

- Fantastic /super/lovely/amazing/high quality/cute/attractive/ best choice

2. Selling points

–good and new point, service, promotion, price/discount, event, design, campaign, carry, weight, features, warranty plan, return…

**Conclusion: Ending**

1. Why should customers choose your product?

* This is why…….. /The main reason is…/Therefore,

Customer reviews

1. Advise your audience on what specific action they need to take, how to take it, and what it must be taken

* Generally/ Usually/ Most of the time…/ In most cases,
* Actually/ In fact/As a matter of fact,

1. Appeal to the audience to buy the product

* Buy it now.

1. Ask it here are any question from the audience

* Do you have any questions?/Are there any questions?

1. Thank the audience for listening to your presentation.

* Thank you for your time today.
* Thank you for taking the time to be here.
* Thank you for coming my presentation.

**# Please follow that.**

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| Speak powerful and loudly | Do not read your script. |
| Use your body | Do not be shay. |
| Eye contact | Do not worry your grammar and words. |
| **You can make many mistakes.** | |

**Worksheet # 2**

**Sale your Product!**

### Welcome to the International Exhibition of Seoul!

### You are a temporary employee of a major company. You have to give a very short presentation about your product and to sale it during the presentation. If you sale just one product, you will be a regular worker, however If you do not sale it anyone, you will fire. Can you clear the mission?

**Worksheet # 3**

**Which team is the best, and why?**

**Name : Company :**

**Product :**

**Reason:**