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|  Listening ☐ Speaking ☐ Reading ☐ Grammar ☐ Writing |
| **Topic: How to talk with your boss?** |

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| Instructor:Hwa Young, Lee | Level:**Intermediate** | Students:**20** | Length:**50 Minutes** |

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| Materials:Pictures – Workers, Company merger Board & Board makersName cards – Boss, employeesWall chart – What is a company merger? |

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| Aims: To elicit some relevant vocabulary in a real work place To practice speaking and Listening by discussing with group. To learn vocabulary by having a role play in company. |

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| Language Skills:Reading : Wall charts Listening: teacher’s instruction, opinion of group membersSpeaking: roll play, discussion, presentationWriting: gathering ideas |

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| Language Systems:Lexis: specific words used in business.Function: persuading boss and insisting my opinion. Discourse: group discussion |

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| Assumptions: Most students have had the experience in working. Students already know the character of each member in group. Some students have had an experience of company merger.All of the students are adult and aged from 20’s to 40’s |

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| Anticipated Errors and Solutions:If there is one who take most of time to speak, teacher encourage others speak more.If time is running out, shorten the discussion time.If some groups have finished their discussion earlier, give them one more idea to discuss regarding the main subject.  |

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| References:Techniques& principles in Language Teaching P118~119<http://smallbusiness.chron.com/company-merger-21903.html> |

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| **Pre-task** |
| Materials: Image pictures of the company merger  |
| Time | Set Up | Student Activity | Teacher Talk |
| 7min. | Whole class | Elicit vocabulary from the pictures that the teacher provided.  | Hello everyone. How are you today? ( show the two pictures)Have you been in working? Yes? So you know dealing with your boss is the most difficult job in the office. We have two pictures. What do you think? (Elicit from students)Ok. Today we will discuss some changes that will occur in the near future if your company is merged with another.  |

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| **Task Preparation** |
| Materials:Wall chart, name cards |
| Time | Set Up | Student Activity | Teacher Talk |
| 7min6min | Whole ClassWhole class | Read the wall chart. Discuss in group : find the key vocabulary and the subject for each wall chartEach group choose one as the president of their company and decide the name of their group. | 1.Finding the meaning of a company merger.InstructionMake three groups of 4 students. Read the wall charts and discuss with your members about key vocabulary & the main subject in each wall chart for 7 mins. (Distribute the wall chart)CCQHow much time do you have?Are you working alone?What do you read? (Monitor student’s activity and encourage weak student to speak more.Give time warming: 1min left.)(Write on the board: Many answers for key vocabulary and subject. Making circle for right answers)2.Making a companyInstructionEach group make the name of its own company and elect a president of it. Every member put their name card on their clothes. Your corporation should be specialized in a field. You have 5mins.  |

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| **Task Realization** |
| Materials: one sheet of paper |
| Time | Set Up | Student Activity | Teacher Talk |
| 20min. | Whole class | Discuss what may the most thing to be happened if their company merged with a certain corporation.  | InstructionImagine your company is planning to merger with a company and you are in a meeting to decide what is the most thing to be changed. You have a president whom you have to persuade if he or she disagree with you. After discussion, each president of your company has to announce new polices in front of the class. Let’s pretend to be a roll in your group. You have 17 minutes to discuss.(Distribute one sheet of paper to write down their decision)DemonstrationFor example, you want to talk about vacation police with your boss. You are more likely to say “ I think the vacation policy might change”, than “ the vacation policy will change.”CCQWhat company are you working for? What person do you have to persuade?How much time do you have?(Monitor students and write down the errors)(Give time warning: 2 mins. Left) |

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| **Post Activity** |
| Materials: Board & Marker |
| Time | Set Up | Student Activity | Teacher Talk |
| 10min | Whole class | Each president of the group make a short presentation about new polices they decided during discussion.The boss explains why his team were choosing it to other students.  | Please announce new polices of your company to other corporation so that they can learn.I hope you enjoy the activity for today. What is most favorite polices for your point of view as employee or boss? And what makes you difficult to discuss? ( Let the students analyze their errors. Discuss about it )Okay. Good job. See you next time.  |

Picture1


Picture 2



What is a company merger?

The main reason companies merge is to save on the costs of production, particularly in a merger of former competitors. A merger also can generate capital to enter markets or launch products the companies would not be able to do as separate entities. Additionally, companies may possess complementary best practice and technical knowledge that makes it easier for them to compete in the market.

A merger is the combining of two or more business entities. When people use the term merger, they mean a "merger of equals" -- two companies of the same size deciding to go forward in business as one. An example is Exxon-Mobil. There are different types of mergers. Exxon-Mobil is an example of a horizontal merger, where two companies that used to compete with similar products come together. Another type is a vertical merger, when two companies whose business complements each other merge. A bottler merging with a soda company is an example. A conglomeration is a merger of two companies with two completely different products, such as luxury goods purveyor Louis Vuitton merging with Moet and Chandon.

Mergers are heavily scrutinized by the Department of Justice and Federal Trade Commission. These agencies decide whether a merger is legal. Without their blessing, companies cannot combine, regardless of the reason. They publish a set of guidelines to help regulators decide whether a merger is legal. The aim of this process is to protect consumers from illegal pricing and make sure there is a variety of businesses in the marketplace rather than large monopolies controlling different industries. The two agencies conduct economic reviews of market conditions and the entire field of competition to understand the potential influence of the proposed merger. They also look at whether the new company would be in a position to have undue influence on competitors or be able to manipulate prices in a way that could harm consumers.

Rasmussen University in England put together a list of successful and unsuccessful mergers. At the top was the Disney-Pixar merger. Disney was known for its classic family films and theme parks. Pixar was a small but innovative animation company. Together the two produced such films as "Toy Story." At the other end of the spectrum was the AOL/Time Warner merger. The intent was to combine the television and Internet businesses into one high-tech company. The problem was that AOL already was rapidly losing market share. The merger later was dissolved when the company stock lost more than 80 percent of its value