

## 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

## Lesson 10

## 5 LANGUAGE FOCUS

今日のポイント

## This indicates that 40%...

～の40%が、、だと示しています。

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