A. Common Mistake (よくある間違い)

Read the article below and see if you can improve it.

下の文章を読んで、改善できる点はないか探してみましょう。

Joe: Sue, why do you think the motorcycle division is unprofitable?
Sue: I think it’s unprofitable because our competitors are growing.
Joe: Yes, they’re growing. But we can’t exactly stop that, can we?
Sue: No, we can’t.
Joe: So what do you think we should do about it?
Sue: I think we should sell.
Joe: Sell the division?
Sue: Yes, sell the division. Don’t you agree?
Joe: Well, I think this requires serious consideration.
B. Today’s point (今日のポイント)

Check those points with your tutor.
講師と一緒に、以下のポイントを確認しましょう。

When trying to ask for more information, it sounds more professional to say, “Could you go into more detail about ... ?”

When trying to encourage others to agree with your opinion, use “Shouldn’t we ... ?”

C. Natural Conversation (会話練習)

Read the following sentences with your tutor keeping today’s points in mind.
Today’s pointに注意しながら、以下の文章を読みましょう。

Joe: Sue, do you care to share with us why you think the motorcycle division is doing so poorly?
Sue: Certainly. I think it’s because our competitors are growing, and we’re being outpaced.

Joe: Yes, but there’s not much we can do about the growth rate of our competitors.
Sue: Exactly.

Joe: So could you go into more detail about your plan to remedy this situation?
Sue: Yes. Shouldn’t we sell the division?

Joe: Sell the division? This requires serious consideration.
D. Practice （練習問題）

Answer the questions.
以下の問いに答えましょう。

1. When under pressure, it can be hard to speak clearly and confidently in a room full of people. What do you do to ensure your opinion is expressed clearly?

2. Do you think it’s hard to speak with confidence in meetings?

3. Have you ever had to share an unpopular point of view in a meeting?
   If so, how did people respond?

E. Exercise （演習）

Do a rollplay with your tutor on the topic below using what you learned today.
今日学んだことを活かして、以下のトピックについて講師とロールプレイしてみましょう。

In pairs, pretend to be solidly committed to an idea. Share this idea clearly with your partner.
Explain your viewpoint with confidence. Switch roles.