



### 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。

Steve: Okay. Please take a look at the graph on page four.

Kei: Yes, I see the graph. What do these numbers tell us?

Steve: That's what I will explain in a minute...if you look at the first figure on the left, you'll see it's quite low.

Kei: Yes, I see that.

Steve: Compare that to the figure on the right, which is three million two hundred fifty thousand dollars.

Kei: And what does that mean to us?

Steve: It means we have to do better next fiscal year.

Kei: So the higher number on the right suggests higher profits?

Steve: Yes, exactly.

**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。

Be sure to clarify units of currency during presentations. It might not always be apparent when viewing graphs, charts, etc.

There are variations in how different countries interpret figures. Before presenting to people from a different culture/country, be sure to research the proper way of expressing figures to avoid misunderstandings.

**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。

Steve: Okay everyone. Please take a look at the graph on page four of this report.

Kei: Yes, I see a lot of information on this graph. What do these numbers tell us?

Steve: Thank you, Kei. Exactly the point I wish to make. First of all, you'll notice the figure on the left is quite low.

Kei: Yes, I noticed that.

Steve: Now compare the figure on the left with the figure on the right, which is three million two hundred fifty thousand dollars.

Kei: That's quite a large difference. What does that mean for our department?

Steve: It means we must absolutely reach our goal and do better next fiscal year.

Kei: So that higher number on the right equals higher profits?

Steve: Precisely.

**D. Practice (練習問題)**

---

Answer the questions.

以下の問いに答えましょう。

1. Have you ever used graphs or charts to illustrate your point in a presentation?

2. Can you easily interpret numerical data?

3. Do you think graphs can be a useful tool in presentations? Why or why not?

**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ングしてみましょう。

In a small group of two or three people, attempt to explain numerical data with the use of a graph. Answer questions from your partner(s). Each person should take a turn as leader of the presentation.