



### A. Common Mistake (よくある間違い)

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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。

Sue: Let me get this straight. We know what our weakness is--the motorcycle division--but you still think we need to take all this time and do all this research to confirm what we all know to be true?

Bob: I know it sounds like a lot of work. And maybe you think our resources would be better spent elsewhere, but there are a lot of factors that cause a division or company to be unprofitable.

Sue: So even though we know in the end we will probably sell, you still want to put the company through this extra process, is that right?

Bob: Yes. It means in the end we will be 100% secure in our decision.

**B. Today's point (今日のポイント)**

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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 you want to confirm with yourself your understanding of someone's opinion, say, "Do you mean...?" or "Let me make sure I understand you. You mean...?"

When you are pressed to explain more details, say, "To elaborate further on this point..."

**C. Natural Conversation (会話練習)**

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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。

Sue: Let me make sure I understand you. You mean you still believe we need to conduct all this research to confirm what we all know to be true, that is, the weakness of this company is the motorcycle division?

Bob: I know it sounds like a lot of extra work, and maybe you think our resources would be better spent elsewhere. But to elaborate further on this point, we simply can't ignore other factors, factors that contribute to a company or division's profitability.

Sue: So do you mean that even though we will probably end up selling the division, you still think these extra steps are required?

Bob: Correct. It means that we will be 100% secure in our decision to sell.

**D. Practice (練習問題)**

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Answer the questions.

以下の問いに答えましょう。

1. Do you find it easy to ask someone in a meeting to elaborate further on different ideas or topics?
2. Have you ever been asked to explain yourself or elaborate further on a topic?
3. Would you ask your boss to elaborate further on his/her idea? Why or why not?

**E. Exercise (演習)**

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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 pairs, practice sharing an idea, disagreeing with the idea, and asking the other person to elaborate on the idea.