

➤ Read aloud the vocabulary words. Then, read aloud and complete the sentences.

1~5の文の空欄に入る、もっとも適当な単語を選んで、文章を完成させましょう。

単語

energy efficiency ( n.)

maintenance ( n.)

appliance ( n.)

off-price ( adj.)

trademark ( n.)

1. The \_\_\_\_\_ application for the company's new air-conditioning unit model was approved.
2. Our latest Haze air conditioner unit takes pride in its \_\_\_\_\_ feature, which comes with a 5-year warranty.
3. I can't afford to buy \_\_\_\_\_ this month since I'm prioritizing my daughter's tuition fee.
4. They need regular \_\_\_\_\_ to prevent leaks.
5. You may also purchase \_\_\_\_\_ smartphone units online.

➤ Read the whole dialogue with your tutor. Make sure to fill in the blanks using the words in Activity 1.

Activity 1 の単語を、下の会話文の空欄に埋めつつ読んでみましょう。

STUDENT と書かれた箇所を音読して講師と会話の練習をしましょう。

講師の読む箇所の空欄も注意深く聞きましょう。

**TUTOR** Hello, I'm Morticia Doe calling from Haze Air Conditioner (1)\_\_\_\_\_ in town.  
I would like to speak to Mr. Gomez, please.

**STUDENT** This is Gomez speaking. How may I help you?

**TUTOR** Mr. Gomez, I want to offer you our new Haze air conditioner with  
(2)\_\_\_\_\_ feature, which comes with a 5-year warranty.  
Could you tell me what kind of air conditioner you have in your office?

**STUDENT** We use a central and split-type air conditioning units. We are not yet scheduled to  
purchase any (3)\_\_\_\_\_ right now.

**TUTOR** I completely understand, but they need regular (4)\_\_\_\_\_ to prevent leaks.  
Could you please tell me if you have had your units inspected in the past six months?

**STUDENT** Maybe last year. Honestly, I can't recall the last time we had the air conditioner  
checked. They seem to be working just fine.

**TUTOR** In that case, Mr. Gomez, I would like one of our service people to stop by so that  
you can take advantage of our free inspection and cleaning. Is Wednesday afternoon  
at 3:00 p.m. a convenient time for you?

**STUDENT** Sounds perfect! Summer is fast-approaching. I suppose we'd be available  
on Wednesday.

**TUTOR** Thank you, Mr. Gomez. I'll have you scheduled on Wednesday afternoon at 3:00 p.m.  
For the complete list of our (5)\_\_\_\_\_ products, please go to haze.com.  
Thank you for your time. Good bye.

**STUDENT** Alright, I'll think about it. Thanks, too. Bye.

➤ Listen to your tutor as he/she reads a passage twice. Then, answer your tutor's question.  
講師が今から 2 回英文を読みます。よく聞いて、そのあとに質問に答えて下さい。

下の質問は、講師が読みあげる英文の内容に関する質問です。  
よく聞いて、質問の答えを考えてください。

Question:

According to the passage, how do we conduct  
a successful sales call?

➤ Read the following text aloud. Then, answer your tutor's question.

下の文章を読んでみましょう。その状況の場合、あなたならどのように対処するか話してみましょう。

You called a very important company for the second time. You need to introduce new products but the client is still not available at the moment. The secretary asked you to send the product specifications via email instead.