

(Read this direction silently.)

➤ Let your student read aloud the following words and definitions. Check your student's pronunciation. Then, ask your student to construct his/her own sentence using each word on the list.

If the student is unable to construct a sentence, you may read the sample sentence provided and ask the student to repeat. You may provide short scenarios to aid the student in understanding the words.

Word/Expression	Definition	Sample Sentence
adj. authentic	not copied; reliable	Construct a sentence using " authentic ". Tutor's sample sentence: Our products are completely <u>authentic</u>.
adj. groundbreaking	something new and innovative	Construct a sentence using " groundbreaking ". Tutor's sample sentence: There's a <u>groundbreaking</u> ceremony for the new building.
adj. up-to-the-minute	most updated; latest	Construct a sentence using " up-to-the-minute ". Tutor's sample sentence: The news is <u>up-to-the-minute</u>.
phrasal verb raise the bar	to set the standards higher by creating something better	Construct a sentence using " raise the bar ". Tutor's sample sentence: Our company decided to <u>raise the bar</u> for the new product's ads.
phrasal verb go the extra mile	to do more than what people expect	Construct a sentence using " go the extra mile ". Tutor's sample sentence: We <u>go the extra mile</u> for our customers.

(Read this direction silently.)

➤ Read the text below to your student.

Let your student study the given data below.

Ask your student to interpret the data. Then, discuss.

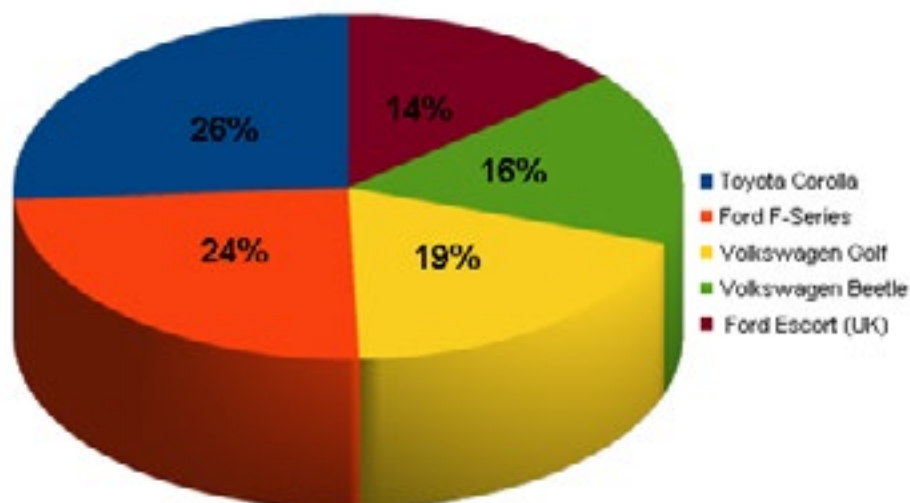
If the student cannot interpret the data, you may provide a brief explanation or background.

The 2017 Automobile Summit was already set, and you're assigned to present the earnings of the current top five selling cars.

Make sure to follow the format below in your explanation.

- introduce the general idea
- enumerate main points
- make a conclusion

2017 TOP SELLING CARS FIGURES



(Read this direction silently.)

- Let your student read the passage below silently. Then, discuss with your student. Ask your student how he/she would deal with the situation.

As the 2017 Automobile Summit reaches its conclusion, it turns out that the number of cars sold for the past 6 years has plummeted, and did not reach the target of at least 30% of sales. The worsening of traffic conditions in most Asian countries resulted in more people taking the public transportation.

As part of the automotive industry, how would you encourage the public to purchase a car and boost the automotive industry?

Sample Answer:

I would encourage people to buy a new car by explaining how convenient it is to have one. I would also talk about how cost-efficient it is to invest in a car in the long run compared to commuting regularly.

(Read this direction silently.)

➤ Let your student read the text below silently. Make sure your student answers in 4-5 sentences.

You may ask your student to choose from the following:

(a) Answer each question verbally. One minute is allotted per question.

Feedback will be given after each item.

(b) Answer all three questions in written form. Send it to your tutor via chat.

Feedback will be given after the activity.

▶ Do you agree that the quality of sales presentation will determine whether or not a prospect client will choose your product over a competitor's product?

Sample:

I agree that the quality of sales presentation will determine whether a prospect will buy from you. However, if the presentation was executed poorly, then expect them to get a deal with one of your competitors.

▶ How can you motivate a customer or client to seal the deal?

Sample:

I can motivate a customer or client to seal the deal by listening attentively, explaining the product or service clearly, and assuring quality and assistance in solving possible problems.

▶ Do you consider yourself good at sales talk?

Sample:

Yes, I'd like to think I'm good at sales talk because I have been doing this for years. My experiences have taught me how to persuade different kinds of customers.