**“Beynəlxalq iqtisadiyyat məktıbi”**

**Xarici dil -1**

1. What factors influence a person in choosing a career?
2. What should you do to minimize future disappointments and frustrations in choosing a career?
3. Which of these companies would you like to work for? Why?

A family-owned company

A multinational company

1. Which companies in your country are doing well/not doing well at the moment?
2. Would you like to run your own company? Why? Why not?
3. Do you know of any company like John Lewis in your country? If so, how successful is it?
4. Compare the two companies: Tata and John Lewis
5. What do you like about shopping? What don’t you like? When did you last visit retail outlets? What did you buy?
6. Why are beauty products easy to sell on TV? Which type of products is difficult to sell, and why?
7. Which of the qualities is the most important in sales? Give an extensive answer.
8. How can a jet charter company stay ahead of the competition?
9. What do you think are some of the best ideas in the last 20 years? What is the best idea you have ever had?
10. Which creative person do you most admire? Why?
11. Who needs translators? (p 39)
12. What do you know about Swedish designers’ invention?(p 39)
13. What do you know about Laszlo Biro? Give an extensive answer?
14. Have you visited any attraction which greatly impressed you?
15. Which unusual attractions do you know?
16. Answer these questions. Give an extensive answer.
17. What excuses do people make when they say ‘’no’’
18. Have you ever had to say ‘’no’’ but been embarrassed?
19. Have you ever said “yes” to a request, but later wished you had said “no”?
20. When it is rude to say “no” in your country?
21. Do you shop on the Internet? What are the advantages and disadvantages?
22. What is the secret of a really good sales presentation? (p 155, track 29)
23. How to master the art of selling? (p 137)
24. Do you have a career plan? Where do you want to be in 10 years’ time?
25. Ambition is key to a successful career, what do you think of it and how ambitious are you?
26. What social-networking sites do you know and use? Why do you use them?
27. Should companies do more to reduce stress at work? What could they do?
28. Which new business has impressed you most in the last six years? Why did it impress you?
29. Why do people become workaholics?
30. Who do you think is the biggest manufacturer of sports goods in a)Europe, b) China
31. What makes a corporate event successful? (t.53)
32. What is a good work-life balance for you?
33. What is stress? What are the usual causes of stress?
34. Which famous person would you most like to look after for a day?
35. What is a typical consumer profile for the brand?
36. How does entertaining affect a company’s image?
37. You are a member of the planning committee in Taka Shimizu Cycles. Choose location for the new factory.

Which country is the most suitable location? (p.73)

1. How can companies help their staff to achieve a work-life balance?
2. Why do women report higher levels of stress than men?
3. What corporate-hospitality event would you like to be invited to?
4. What conditions are important for people starting new businesses? Give an extensive answer.
5. Why is Adidas expanding in China? Give an extensive answer.
6. You have to entertain a group of foreign businesspeople. Which of these activities would you choose? Why?

Historic sites; horse racing; a football match; a restaurant; a bar/a night club.

1. What do you think are the biggest economic problems in your country at the moment? What do you think the government’s priorities should be?
2. How could you try to increase the sales figures of the brand?
3. What do you know about Nike, Adidas and Li Ning?
4. How to do business internationally. Write the business culture of Morocco, Mexico and South Korea.
5. Compare the Moroccan and American business cultures?
6. Should companies do more to reduce stress at work? What could they do?
7. What is marketing? What do you know about four Ps? Give an extensive answer.
8. Susan Barratt’s advice to anyone starting their own business.
9. How good are you at managing conflict? Give an extensive answer.
10. What do you know about Herman&Corrie Teas company?

Give an extensive answer.

1. How might Herman & Corrie Teas benefit from the sale?
2. Which countries are strong in the consumer electronics industry? Which companies do you know in that industry? Give an extensive answer.
3. What do you know about Kazno Kastio company? Give an extensive answer.
4. What does Kozno Kastio think about future of company? Give an extensive answer.
5. What do you know about George Marshall Award Nominations? Give an extensive answer.
6. Thinking about the rest of the world, which cultures do you think are most different to your own? In what ways? Give an extensive answer.
7. Write Glossary and use them in your sentences:
8. Bonus
9. Write Glossary and use them in your sentences.
10. Write Glossary and use them.
11. What behavior do you find unacceptable in cases of conflict?
12. What do you think about multinationals manufacture in developing countries?
13. Modern technology- based product do not improve people’s lives. Agree or disagree. Give your reasons.
14. What are the advantages and disadvantages of writing business plan?
15. How far ahead should businesses plan? P.161/track30
16. What qualities and skills should a good manager have?
17. What is your ideal manager like? Are they female or male?
18. What would you do if you were a director of your company and had the power to change anything?
19. Write about The Ashley Cooper Search Agency and what advantages do you think clients gain by using ACSA to find a property?
20. Give the explanations of the following words and use them in your sentences:
21. Give the explanations of the following words and use the in your sentences.
22. If you are managing people from different cultures, what personal qualities and skills do you need?
23. How to improve the performance of staff and motivate them, so they work more effectively as a team.
24. “People don’t plan to fail. They fail to plan.” What do you think of it?