



Meeting people and describing your company bluffing game and useful phrases

Roleplay meeting people at a conference or trade fair (e.g. at your local conference centre), pretending that you work for the company that your teacher gives you the name of. If your partner asks you a question you don't know the answer to, just use your imagination. If you know nothing about the company, you'll just have to make everything up. You can't say "I don't know", whatever the question is. After you finish, your partner will try to guess what information you made up and will correct you on anything you said which they know is wrong or that they think is unlikely. You shouldn't correct each other during the roleplays. You can deliberately ask difficult questions that you think your partner won't know the answer to if you like.

Adidas	Aeroflot	Ajinomoto	Benetton
Bic	BMW	Boeing	Bridgestone
Burberry	Carlsberg	Chanel	Citizen
Gap	Gillette	Godiva	Google
Guinness	H&M	Haier	Harrods
Heineken	Hershey's	Hitachi	Hugo Boss
IKEA	IMAX	Intel	Kellogg's
Komatsu	LEGO	Lenovo	Lotte
Michelin	Microsoft	Mr Minit	Nestle
Nike	Nokia	Nomura	Phillips
Quantas	Samsung	Shimano	Starbucks
Subway	Swatch	YKK	Zara

Do the same activity, but choosing a company from above for your partner to pretend they work for.

Do the same, but using the phrases on the next page to help you.



Starting conversations with people who you don't know

- Can I **introduce** myself?
- Do you know **where**... is?
- I don't think we've **met**.
- I see your **badge** says...
- Is this **seat** free?
- Is this the right **place** for...?
- It's very **busy**, isn't it?
- What did you **think** about the last presentation?

Initial questions

- What do you do?/ What's your **job**?
- **Who** do you work for?/ What is your company's name?
- What does **your company** do?

Follow up questions

- Can I ask your **name**?/ What's your name (again)?
- Does your company **employ** many people (in...)?/ Does your company have many **employees** (in...)?
- What (**products**) does your company produce/ make/ sell?/ What (**services**) does your company provide?
- What are you **working on** at the moment?
- What countries does your company **operate** in?/ Does your company operate in...?/ Where does your company have offices?
- What **department** do you work for?
- What **field** do you work in?
- What is your **bestselling/ most famous** product?
- Where are you **from**?/ Where do you come from?
- Where is your company **based**?/ Where is your company's head office/ headquarters/ HQ?
- Who are your (main) **competitors**?
- Why are you at this conference/ trade fair/ meeting?/ Why are you **here today**?
- Why did you **choose** that job?

Ending conversations with people who you don't know

- I'm **afraid** I must go and...
- Can I **introduce** you to (name)?/ Can I introduce you to my...?/ My... Can I introduce you to him/ her?
- Do you have a **business card**?
- I'll **email** you about...
- It was nice **meeting** you.
- It's been really **interesting** talking to you.
- I **hope** we have the chance to meet again soon.



Do the same, but only using the hint words below to help you

Starting conversations with people who you don't know

- introduce
- where
- met
- badge
- seat
- place
- busy
- think

Initial questions

- job
- who
- your company

Follow up questions

- name
- employ/ employees
- products/ services
- working on
- operate
- department
- field
- bestselling/ most famous
- from
- based
- competitors
- here today
- choose

Ending conversations with people who you don't know

- afraid
- introduce
- business card
- email
- meeting
- interesting
- hope

Try to remember phrases using the key words above.

Read out sentences with the words in bold left out and see if your partner can remember the missing words, then do it the other way round by reading out a word from above.

Choose one of the stages above and help your partner come up with as many suitable sentences as possible.

What's the difference between the questions "What do you do?" and "What are you working on?/ What are you doing (at the moment)?"?

Brainstorm as many possible answers for both as you can, making each answer as different as possible.

Different possible answers to "What do you do?"

Different possible answers to "What are you doing?"/ "What are you working on?"