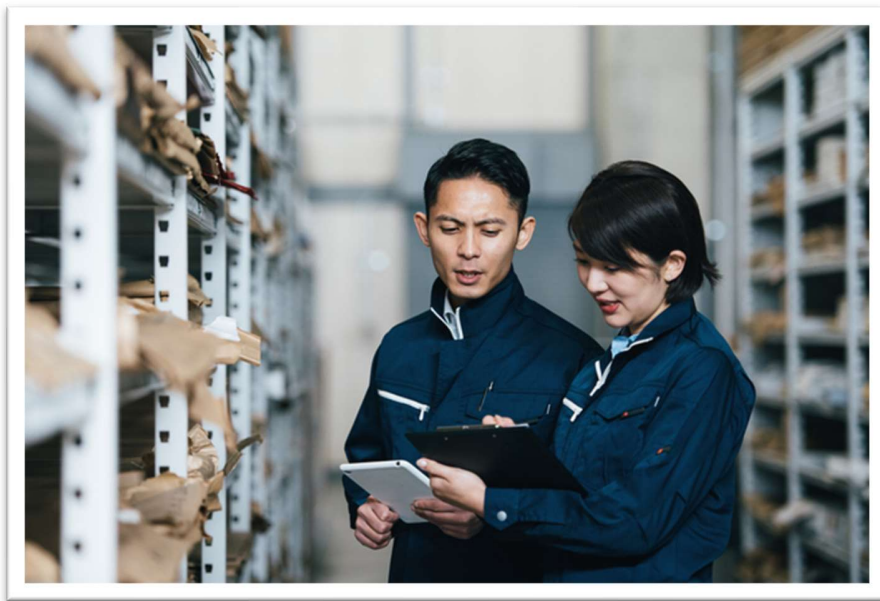


UNIT 37



## Cancellation or Checking Inventory 2

### I. Express Yourself



### II. Vocabulary

Read and familiarize yourself with the following word/s or phrases.

auto sector

earnings

sell-off

position

### III. Conversation Practice

Practice the conversation with your teacher by doing a role play.

<A few minutes later>

**Steve:** George, I spoke to our strategist and he had a few ideas.

**George:** Great, what did he say?

**Steve:** Right now he likes the auto sector and recommends General Motors. He thinks their earnings will be strong next week. In technology he favors Google. There was a sell-off recently and he thinks it's due for a correction.

**George:** I'm not interested in GM at the moment, but I've been looking at Google and I agree with him. What's the best price you can get me for 100,000 shares?

**Steve:** Let me call the trading desk. Hold on a second. <Pause> George, we can offer you 100,000 shares of Google at 705 for regular settlement.

**George:** OK, I'll buy them.

**Steve:** OK, let me tell the trader. <Pause> OK, done. You bought 100,000 shares of Google at 705 for regular settlement.

**George:** Thanks, Steve. Keep an eye on this position for me and let me know if there's any activity in the stock.

#### Comprehension Check

1. What are the strategist's investment suggestions?
2. Does George want to invest in General Motors at the moment?
3. How many shares of Google did George buy?



He favors Google.	<ul style="list-style-type: none"> <li>- He prefers Google.</li> <li>- He likes Google better.</li> </ul>
At the moment	<ul style="list-style-type: none"> <li>- For now</li> <li>- As of now</li> <li>- At present</li> <li>- At this stage</li> </ul>
I've been looking at Google.	<ul style="list-style-type: none"> <li>- I'm interested in...</li> <li>- I've been checking out...</li> <li>- I've been watching...</li> <li>- I've been keeping an eye on...</li> </ul>

#### IV. Exercises

##### Exercise A

##### Vocabulary Building

Fill in the blanks with the correct words from the box.

auto sector      earnings      sell-off      positions

1. Traders often check their \_\_\_\_\_ in stock market.
2. Honda belongs to the \_\_\_\_\_.
3. He has made many \_\_\_\_\_ in stock market trading.
4. \_\_\_\_\_ happens when traders sell a specific stock.

##### Exercise B

Put the words in order to make a sentence with a complete thought.

1. not/interested/buying/in/I'm/dress/that = \_\_\_\_\_.
2. would/bag/like/I/this/to buy = \_\_\_\_\_.
3. let/know/if/stock/the/is/Please/available/me = \_\_\_\_\_.
4. don't/to/I/want/movie/for/now/a/watch = \_\_\_\_\_.
5. flowers/prefer/I/chocolates to = \_\_\_\_\_.

 Exercise C

Some customers want to cancel their orders for your products. Among the following customer reasons, choose which orders can or cannot be cancelled. Explain your answers.

*Note: There are no wrong answers in this activity. You are free to decide on your answers.*

1. The customer has read some bad reviews about your product.
2. The customer has an urgent trip and no one could receive the product on the date of delivery.
3. The customer won't be needing the product anymore.
4. The product is taking too long to be delivered.
5. The customer has found the same product in another store sold at a lesser price.

 ROLEPLAY

You are at a home appliance store and you need to cancel your first order (think of your reason for cancelling) and place an order for another product. Ask for help from the staff.

