

Week 3 – Term 2 – Sept 2016 – Class Contents – **ADVANCED** Class

Agenda

- 1. **REVIEW**: “V” Pronunciation Technique
 - 2. **ROUND 2**: “Presenting” your 3 individual development targets
 - 3. **LEARN**: QUESTION Phrases for Negotiations / Discussions
 - 4. Homework Assignment
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PRONUNCIATION CHECK:

- 1. de**v**elop
- 2. indi**v**idual
- 3. e**v**idence
- 4. con**v**ersation
- 5. **v**acation

D + M Case Study #1:

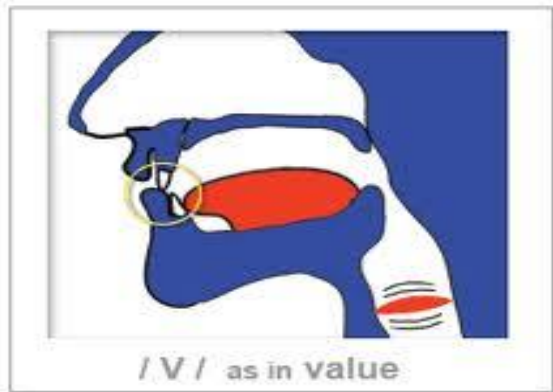
- 1. One D + M Kawasaki engineer went to Europe two weeks ago. However, when he said “voice control” (Katakana Pronunciation) to a German customer, the German customer could not understand his “katakana” English pronunciation.

D + M Case Study #2:

- 2. One D + M Shirakawa engineer went to the United States a few years ago. However, when he said “**AVR**” (Katakana English) to an American engineer, the engineer could not understand his “katakana” English pronunciation.
- **Key Point**: Correct pronunciation is important.

“V” Pronunciation

- “V” Pronunciation:
- **Technique:** Brush bottom lip with your upper teeth.



Key Point:

Your Lips should not touch when you pronounce the “V” sound.

Individual Check Time

“V” Pronunciation:

- **Technique:** Brush bottom lip with your upper teeth.
- **PLUS** two key points.....
- 1. Use “small vibration” sound.
- 2. “Stretch your sound” for TWO seconds.

PRACTICE: “V” Pronunciation

- **TWO Key Techniques:**
- 1. Use small vibration.
- 2. Stretch for 2 seconds.

REVIEW: V Pronunciation Practice

"B" Sounds	"V" Sounds
<ul style="list-style-type: none">• 1. <u>B</u>erry• 2. <u>B</u>oat• 3. <u>B</u>ase• 4. <u>B</u>est• 5. <u>B</u>an• 6. <u>B</u>olt	<ul style="list-style-type: none">• 1. <u>V</u>ery• 2. <u>V</u>ote• 3. <u>V</u>ase• 4. <u>V</u>est• 5. <u>V</u>an• 6. <u>V</u>olt

REVIEW: V Pronunciation Practice

Set 1	Set 2
<ul style="list-style-type: none">• 1. <u>V</u>ibration• 2. <u>V</u>ocabulary• 3. <u>V</u>endor• 4. <u>V</u>olume• 5. <u>V</u>egetable	<ul style="list-style-type: none">• 1. <u>S</u>ave• 2. <u>W</u>ave• 3. <u>H</u>ave• 4. <u>G</u>ive• 5. <u>a</u>live

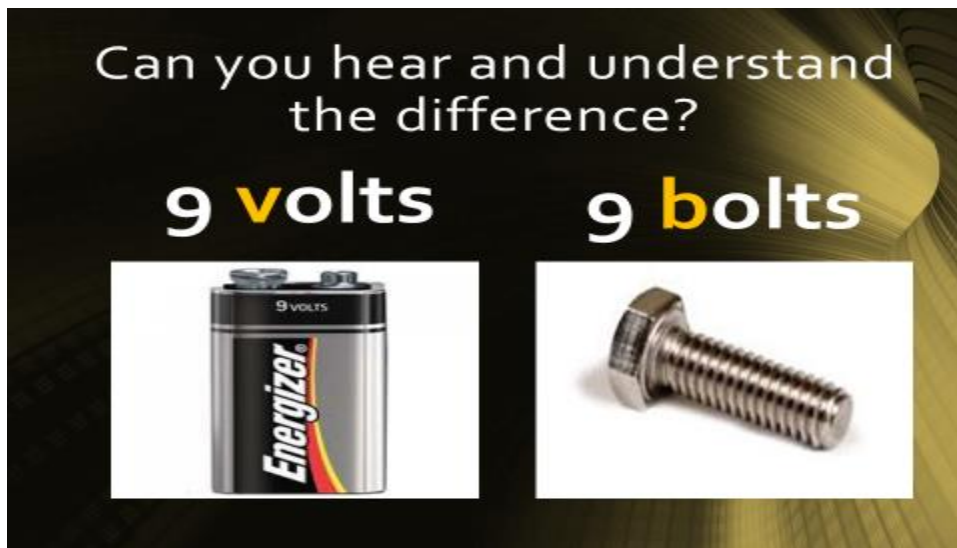
REVIEW: V Pronunciation Practice

Set 1	Set 2
<ul style="list-style-type: none">• 6. <u>V</u>alue• 7. <u>v</u>ariety• 8. <u>v</u>ision• 9. <u>v</u>arious• 10. <u>V</u>ietnam	<ul style="list-style-type: none">• 6. <u>h</u>eavy• 7. <u>i</u>mprove• 8. <u>n</u>ative• 9. <u>b</u>elieve• 10. <u>H</u>owever

REVIEW: “V” Sentences

- 1. We will discuss our **v**ision with our **v**endor in **V**ietnam.
- 2. We need to **s**ave the **w**ave **v**ibration and **h**ea**v**y file.
- 3. Did you **r**eceive and **r**eview the **v**arious new **v**ocabulary?
- 4. If possible, can you **v**erify the **v**alues with our **v**endor in **V**irginia?
- 5. This **v**oice control is **v**ery expensive.

FINAL CHECK:



REVIEW: Individual Development Targets

EXAMPLE:

- **In my case, for starters**, I need to improve my listening skills. The main reason is I can't hear native speaker English. Case in point, last week, I couldn't understand Brendon-san's English in the teleconference.
- **In addition**, I have to improve....(Target #2)
- **Furthermore**, I need to(Target #3)
- **Ending**: These are my targets for Term 2.

CHECKED: HOMEWORK

- 1. Practice saying your script **many times** until you can say your data smoothly.
- 2. In the next class, you will present your data using your notes only **20 percent**.

Today's Challenge:

- To say your data looking at your notes only 20 percent.
 - → Look at your client: **80%**
 - → Look at your notes: **20%**
-

LEARN: Negotiations and Discussions – Part 1

KEY PHRASE:

Is it possible to.....?

EXAMPLES:

- 1. **Is it possible to** discuss this matter after lunch?
- 2. **Is it possible to** lower the price?
- 3. **Is it possible to** change the meeting time?
- 4. **Is it possible to** improve the specifications?
- 5. **Is it possible to** finish the project by the end of the month?

HOMEWORK:

DIRECTIONS:

- Think about your current job, project, or situation:
 - Make **5** original examples for next week using today's key phrase:
 - "**Is it possible to....?**"
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