Week 6 – Term 2 – OCT 2016 – Class Contents – ADVANCED Class

Agenda

- 1. **REVIEW**: "ə(r)" Pronunciation Technique
- 2. **REVIEW**: 2 more QUESTION Phrases for Negotiations and Discussions
- 3. **REVIEW**: "LOGICAL Answering Technique
- 4. CHECK Homework Assignment
- 5. **LEARN**: "Business Probability" Question and Answers
- 6. Homework Assignment

FINAL ROUND: Individual Student Check!

1. Our vendor said the service center will repair the AV receiver on October 23rd.

2. First, our purpose is to work and confirm the firmware by the 3rd of December.

3. The new vendor is considering and concerned about releasing the third version in the future.

REVIEW: "LOGICAL" Answering Technique

Question: How do you plan to....?

- 1. **Our plan is….**
- 2. **We plan to….**
- 3. **Let me explain our plan.**

REVIEW: "LOGICAL" Answering Technique(Sample Format)

Question: How do you plan to....?

- **"Logical" Answer Technique:**

- **Start: Our plan is….**

- **First, we will….**

- **Then, we are going to...**

- **Finally, we plan to…..**

- **Ending: That's our current plan.**

Business Conversation Simulation:

- **Client: How do you plan to fix this issue?**

- **You: Good question. Let me explain our plan. Our plan is we will change the testing process.**

- **First, we will analyze the current schedule.**

- **Then, we are going to contact our vendor and create a new schedule.**

- **Finally, we plan to conduct several tests at Shirakawa and Vietnam.**

- **That's our current plan.**

CHECKED Homework:

Directions:

- Using today's "Logical" answering technique and your homework data questions (How do you plan to …..?) from last week, make 3 original "Explaining your PLAN" examples for next week.

- Total = 3 original examples

LEARN: Today's Key Word

"Likelihood"

Definition:

- **The "probability" or "percentage" or "percentage possibility" of something taking place or occurring.**

Common combinations:

- **1. likelihood that**
- **2. likelihood of**

LEARN: Phrase 4

- **"What is the likelihood that ….?"**
- **"What is the likelihood of ….?"**

Simple Meaning:

"What is the "possibility percentage" that….?"

Examples:

- **1. What is the likelihood that our client will change his mind next week?**

- **2. What is the likelihood that we can increase our budget for FY17?**

- **3. What is the likelihood of extending our project deadline this month?**

- **Note: When you use "likelihood of," the next "verb" has "+ ing."**

Case in point:

"likelihood of extending"

LEARN: Answer Techniques:

- **"What is the likelihood that….?"**

- **Common Answers:**

- 1. Very likely. (**means**: a high percentage it will happen)

- 2. A high possibility.

- 3. Not very likely. (**means**: a low percentage chance it will happen)

- 4. A low possibility.

LEARN: Business Simulations

- **"What is the likelihood that….?"**
- **Common Answers**:
- 1. Very likely. (**means**: a high percentage it will happen)
- 2. A high possibility.
- 3. Not very likely. (**means**: a low percentage chance it will happen)
- 4. A low possibility.

Business Simulation #1:

- **A: What is the likelihood that** our client will change his mind next week?
- **B:** Not very likely. / A low possibility.

Business Simulation #2:

- **A: What is the likelihood that** we can increase our budget for FY17?
- **B:** A low possibility. / Not very likely.

Business Simulation #3:

- **A: What is the likelihood of** moving the meeting to next week?
- **B:** A high possibility. / Very likely.

Homework:

Directions:

- Make **3** sample simulations using:
- A: What is the likelihood……?
- B: (Insert answer)
- Total: **3** original example simulations.

-- END OF LESSON --