



4 ICI and John Lewis



Student A

<b>JOHN LEWIS</b>		 JOHN LEWIS PARTNERSHIP
Name		the John Lewis Partnership
Based in		Britain
Type of business		Retailing
Branches		115 supermarkets and 23 John Lewis department stores in the UK
Workforce		36,000 (all employees are partners in the business)
Turnover		£3.2 billion
Profits		£217 million

The \_\_\_\_\_ is a \_\_\_\_\_ business based in \_\_\_\_\_. There are \_\_\_\_\_ supermarkets and \_\_\_\_\_ department stores in the group. The turnover of the company is \_\_\_\_\_ with profits of \_\_\_\_\_. There are \_\_\_\_\_ employees. They are all \_\_\_\_\_.



Student B

<b>ICI</b>		 JOHN LEWIS PARTNERSHIP
Name	ICI (Imperial Chemical Industries)	
Based in	Britain	
Type of business	Chemicals	
Branches	200 manufacturing locations in 30 different countries	
Workforce	63,000 employees	
Turnover	£10.5 million	
Profits	£603 million	

\_\_\_\_\_ is a \_\_\_\_\_ company based in \_\_\_\_\_. The turnover of the company is \_\_\_\_\_ with profits of \_\_\_\_\_. There are \_\_\_\_\_ manufacturing locations in \_\_\_\_\_ different countries. There are \_\_\_\_\_ employees.

# ICI and John Lewis Worksheet

4

## ACTIVITY

Groupwork, pairwork: reading, writing, speaking

## AIM

To exchange information about two companies.

## GRAMMAR AND FUNCTIONS

*there is/are*

Numbers

## VOCABULARY

*branch, workforce, employees, partners, location, manufacturing, supermarket, department store, profits, turnover, thousand, million, billion*

## PREPARATION

Make one copy of the worksheet for each pair of students and cut it in two as indicated.

## TIME

20 to 30 minutes

## PROCEDURE

- 1 Write the following figures on the board: *100; 1,000; 1,000,000; 1,000,000,000.*
- 2 Ask the students to say the numbers.
- 3 Drill *hundred, thousand, million* and *billion* for pronunciation.
- 4 Write the following on the board: *12,000, 55,400, 81,300.*
- 5 Ask the students to say the numbers and drill them for pronunciation.
- 6 Write the following numbers on the board: *50 million, 700 billion, 2.3 million, 8.4 billion.*
- 7 Ask the students to say the numbers and drill them for pronunciation.
- 8 Dictate the following list of numbers to the class: *600, 75,300, 400 million, 42.5 billion.*
- 9 Write the four numbers on the board for students to check their answers.
- 10 Ask the students to each write down four random numbers - one in the hundreds, one in the thousands, one in the millions, one in the billions.
- 11 Divide the class into pairs.
- 12 Ask the students to dictate their numbers to each other. You may want to repeat this stage if they are having difficulties with the numbers.
- 13 Tell the students they are going to talk about two famous British companies.
- 14 Divide the class into two groups: John Lewis and ICI.
- 15 Give out the worksheets - the ICI section to the ICI group and the John Lewis section to the John Lewis group.
- 16 If necessary, within the two large groups, divide the students into smaller working groups.
- 17 Explain the first task. The students should work together and complete the description of either John Lewis or ICI by using the information in the table.
- 18 Ask the students to begin writing. Allow plenty of time for writing the texts - 5 to 10 minutes. The students may need help with both vocabulary and structure.

### Answers

The John Lewis Partnership is a retailing business based in Britain. There are 115 supermarkets and 27 department stores in the group. The turnover of the company is £3.2 billion with profits of £217 million. There are 36,000 employees. They are all partners in the business.

Imperial Chemical Industries (ICI) is a chemicals company based in Britain. The turnover of the company is £10.5 billion with profits of £603 million. There are 200 manufacturing locations in 30 different countries. There are 63,000 employees.

- 19 When they have completed the description get them to practise reading it aloud together. Circulate checking for pronunciation problems. If there are any common problems, highlight them from the front of the class.
- 20 Put the students into pairs - one from the John Lewis group and one from the ICI group.
- 21 In turns, each student reads aloud his or her description to the other. The partner listens and completes the blank column in the table on the worksheet.

### FOLLOW-UP

Ask the students to write descriptions of their own companies.

### COMMENT

'Billion' is used in the text in the American sense of a thousand million rather than the British sense of a million million as this is the most common international usage, particularly in business and economics.

The figures given for ICI and John Lewis are from 1996.

'Turnover' is the value of goods sold during a period of time.

'Profit' is the amount of money made after the costs of the product.