



# **Day 37**

#### **Vocab Review**

#### Fill in the blanks.

- 1. I managed to c\_\_\_ three countries into a week's business trip.
- 2. My evening class o\_\_\_\_n by ten minutes.
- 3. This upturn in the country's economy is a splendid s\_\_\_\_\_t to the future.
- 4. They should adopt a more i\_\_\_\_ative approach.

### 3 Presentations



## Module 3.6 Concluding a presentation

> The main body of the presentation contains the details of the topic described in the introduction.



## **LEAD-IN** What does the end of a presentation contain?

> What is the difference, if any, between a summary and a conclusion?



# Writing

1. Complete the gaps. The first letters are given to you.		
So, that brings me t_almost the end o_my talk. I'd like to end w a short r	of the m	_ point. The key
i is that		
Now, what are the I that we can I from this? Well, I think, most importantly, we	h t_ b	uild up Thank
you everyone f listening.		

- ➤ Is this a summary or a conclusion or is it both? Explain your answer.
- Complete the gaps. The first letters are given to you.
   That e\_\_\_ the main part of my talk. Now I'd like to s\_\_\_\_ the main points. ... Now, turning to my c\_\_\_\_\_, I want to make three key r\_\_\_\_\_. Number one, ...
   Number two, ... And number three, ... And that, ladies and gentlemen, c\_\_\_\_ my talk.
- ➤ Is this a summary or a conclusion or is it both? Explain your answer.







# Module 3.7 Handling the question and answer session

<b>LEAD-IN</b> How do you end your presentation and invite questions and/or introduce discussion?
1. Listen and fill in the blanks.
<ul> <li>Signaling the end of the presentation</li> </ul>
<ul> <li>That the formal part of my talk. Thank you all for listening.</li> </ul>
• I'm now the end of my talk.
<ul> <li>Well, this me to the end of my presentation.</li> </ul>
<ul> <li>Summary</li> </ul>
Before I stop, let me go my main points again.
• To up then, we
• I'd just like to through the main points again.
• Just to the main points of my talk
<ul> <li>Conclusion</li> </ul>
• We'd therefore that we
• What I'd like to is
<ul> <li>Inviting questions and/or introducing discussion</li> </ul>
<ul> <li>Now, I'll be to answer any questions you may have.</li> </ul>
<ul> <li>We have an hour for questions and discussion.</li> </ul>
Now, I'd like to your comments.
Are there any questions or?
> Handling questions
2. Listen and fill in the blanks.
Handling questions is by many speakers to be the most difficult part of a presentation. What is the
best way to handle questions after a presentation? Well, the best way is to very carefully. It can be
useful to repeat or paraphrase the question. You repeat the point that the makes. You can check it that
way. It will also give you to think.
How do you handle questions?
Case 1: You understood the question, but it is difficult or impossible to answer
<ul> <li>That's a difficult question to answer a few words. I don't have much experience in that</li> </ul>
Perhaps the Sales Manager can help
Case 2: You understood the question, but it is irrelevant
<ul> <li>I'm afraid that's outside the of my talk. If I you, I'd discuss that with</li> </ul>
Case 3: You did not understand the question
Sorry, I'm not I've understood your question. Could you repeat?
• I didn't the last part of your question.
How do you check that your answer is sufficient?
• Does that your question?





## Match each definition (A – E) with today's vocabulary word (1 – 5)

#### **DEFINITIONS**

- A. to repeat something written or spoken using different words
- B. to say that someone or something is good or suitable for a particular purpose
- C. to get close to something
- D. an important subject or problem that people are discussing
- E. a person who asks a question

#### Fill in the blanks.

- 1. I'm pleased to say the project is n\_\_\_ing completion.
- 2. I'll have to p\_\_\_\_\_se it because I didn't get a chance to memorize it.
- 3. Can you  $r_{-}$  d a good wine to go with this dish?
- 4. Jack has raised a very important i\_\_\_e.

- 1. near (v)
- 2. questioner
- 3. paraphrase
- 4. recommend
- 5. issue