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GOLDMAN SACHS

<http://www.BusinessEnglishMaterials.com/goldman-sachs.html>



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THE LISTENING / READING SCRIPT

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Goldman Sachs is a global investment banking and securities firm. It also deals in investment management and other financial services. Most of its clients are institutions, governments, pension funds and very wealthy people. It was founded in 1869 by a German immigrant to New York Marcus Goldman. His son-in-law Samuel Sachs joined the firm in 1885 and their company became Goldman-Sachs. They joined the New York Stock Exchange in 1896 and have been a major force on it ever since. The company's website says it highly values its employees: "Our principal assets are our people, capital and reputation. We are committed to maintaining a culture of diversity, integrity and strong business principles." The company usually only employs those with MBAs from leading business schools. Its annual revenues are in excess of \$50 billion.





WARM UPS

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

- 1. BRAINSTORM CHAT:** Write all the words you can think of about Goldman Sachs on the board or on a piece of paper. Talk about these words with your partner(s).
- 2. GOLDMAN SACHS MORNING:** Each student pretends to be an employee of Goldman Sachs. They walk around the class and talk about the company and their job.
- 3. RUMOURS:** Each student writes down a pretend rumour about Goldman Sachs. They then walk around the class and talk to other students about their rumour.
- 4. GOOD AND BAD:** Brainstorm good and bad things about Goldman Sachs and write them on the board. Students talk about these in pairs.
- 5. TRUE OR FALSE:** Students find out several facts about Goldman Sachs. They write these down and add the same number of things about the company that are false. Students test each other on which of their points are true or false.
- 6. FACTS:** In groups, students write down as many facts as they can about Goldman Sachs. The winner is the group with the most facts. Teacher may wish to have groups share their facts to make sure they are real.





LISTENING / READING GAP FILL

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Goldman Sachs _____ banking and securities firm. It also deals _____ and other financial services. Most of its clients are institutions, governments, _____ wealthy people. It was founded in 1869 by a German immigrant to New York Marcus Goldman. His son-in-law Samuel Sachs _____ and their company became Goldman-Sachs. They joined the New York Stock Exchange in 1896 and have been a major _____. The company's website says it highly values its employees: "Our principal assets are our people, _____. We are committed to _____ diversity, integrity and strong business principles." The company usually only employs those with MBAs from leading business schools. Its annual _____ of \$50 billion.





PUNCTUATE THE TEXT AND ADD CAPITALS

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

goldman sachs is a lgaobl investment banking and tescriuse firm. it also deals in investment management and other financial services. most of its lcestni are institutions, governments, pension funds and very thewaly people. it was founded in 1869 by a german immigrant to new york marcus goldman. his son-in-law samuel sachs joined the firm in 1885 and their company became goldman-sachs. they joined the new york stock exchange in 1896 and have been a jaomr force on it ever since. the company's website says it highly levusa its employees: "our principal aetsss are our people, capital and reputation. we are committed to maintaining a culture of ritdyeisv, integrity and strong business principles." the company usually only spleoym those with mbas from leading business schools. its annual revenues are in seexsc of \$50 billion.





UNJUMBLE THE WORDS

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Goldman Sachs global a is and banking investment securities firm. deals also It management investment in and other financial services. Most of its clients are institutions, governments, pension funds and very wealthy people. a by 1869 in founded was It German immigrant to New York Marcus Goldman. His son-in-law Samuel Sachs in firm the joined company their and 1885 became Goldman-Sachs. They joined the New York Stock Exchange in 1896 been it a ever major and force have on since. The company's website says it highly values its employees: "people our are assets principal Our, capital and reputation. committed are We a maintaining to culture of diversity, integrity and strong business principles." usually employs with company only those The MBAs from leading business schools. Its annual revenues are in excess of \$50 billion.





INSERT THE VOWELS

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

G_ldm_n S_chs _s _ gl_b_l _nv_stm_nt b_nk_ng
 _nd s_c_r_t__s f_rm. _t _ls_ d__ls _n
 _nv_stm_nt m_n_g_m_nt _nd _th_r f_n_nc__l
 s_rv_c_s. M_st _f _ts cl__nts _r_ _nst_t_t__ns,
 g_v_rnm_nts, p_ns__n f_nds _nd v_ry w__lthy
 p__pl_. _t w_s f__nd_d _n 1869 by _ G_rm_n
 _mm_gr_nt t_ N_w Y_rk M_rc_s G_ldm_n. H_s
 s_n-n-l_w S_m__l S_chs j__n_d th_ f_rm _n
 1885 _nd th__r c_m_p_ny b_c_m_ G_ldm_n-S_chs.
 Th_y j__n_d th_ N_w Y_rk St_ck _xch_ng_ _n
 1896 _nd h_v_ b__n _ m_j_r f_rc_ _n _t _v_r
 s_nc_. Th_ c_m_p_ny's w_bs_t_ s_ys _t h_ghly
 v_l__s _ts _mpl_y__s: " __r pr_nc_p_l _ss_ts _r
 __r p__pl_, c_p_t_l _nd r_p_t_t__n. W_ _r
 c_mm_tt_d t_ m__nt__n_ng _ c_lt_r_ _f
 d_v_rs_ty, _nt_gr_ty _nd str_ng b_s_n_ss
 pr_nc_pl_s." Th_ c_m_p_ny _s__lly _nly _mpl_ys
 th_s_ w_th MB_s fr_m l__d_ng b_s_n_ss sch__ls.
 _ts _nn__l r_v_n__s _r_ _n _xc_ss _f \$50
 b_ll__n.





PUNCTUATE THE TEXT

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Goldman Sachs is a global investment banking and securities firm. It also deals in investment management and other financial services. Most of its clients are institutions, governments, pension funds, and very wealthy people. It was founded in 1869 by a German immigrant to New York, Marcus Goldman. His son-in-law, Samuel Sachs, joined the firm in 1885, and their company became Goldman-Sachs. They joined the New York Stock Exchange in 1896 and have been a major force on it ever since. The company's website says it highly values its employees: "Our principal assets are our people, capital, and reputation. We are committed to maintaining a culture of diversity, integrity, and strong business principles." The company usually only employs those with MBAs from leading business schools. Its annual revenues are in excess of \$50 billion.





CHOOSE THE CORRECT TENSE

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Goldman Sachs (be) a global investment banking and securities firm. It also (deal) in investment management and other financial services. Most of its clients (be) institutions, governments, pension funds and very wealthy people. It was (found) in 1869 by a German immigrant to New York Marcus Goldman. His son-in-law Samuel Sachs (join) the firm in 1885 and their company became Goldman-Sachs. They (join) the New York Stock Exchange in 1896 and have (be) a major force on it ever since. The company's website (say) it highly values its employees: "Our principal assets (be) our people, capital and reputation. We are (commit) to maintaining a culture of diversity, integrity and strong business principles." The company usually only (employ) those with MBAs from leading business schools. Its annual revenues (be) in excess of \$50 billion.





CHOOSE THE CORRECT WORD

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Goldman Sachs is a global investment banking and securities _____. It also deals in investment management and other financial services. Most of its _____ are institutions, governments, pension funds and very _____ people. It was founded in 1869 by a German immigrant to New York Marcus Goldman. His son-in-law Samuel Sachs _____ the firm in 1885 and their company became Goldman-Sachs. They joined the New York Stock Exchange in 1896 and have been a _____ force on it ever since. The company's website says it highly _____ its employees: "Our _____ assets are our people, capital and reputation. We are committed to maintaining a culture of _____, integrity and strong business principles." The company usually only _____ those with MBAs from leading business schools. Its annual revenues are in _____ of \$50 billion.

major
clients
employs
values
excess
joined
firm
diversity
principal
wealthy





PROJECT GOLDMAN SACHS

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Part 1. Your mission is to increase the profits and sales of Goldman Sachs. Complete this table with your project partner(s):

Main products			
How to improve them			
A brand new 'killer' product			
How Goldman Sachs is better than the competition			
How to beat the competition			

Part 2. Change partners and look at their project. Suggest improvements. Ask for advice on your project:

Part 3. Make a presentation on your project. Give it to the class. Vote the best projects.





GOLDMAN SACHS – ROLE PLAY 1

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Role A – Goldman Sachs CEO

You believe your company is the best in the world. It pays its workers very well and working conditions are great. Your company is very green – it cares about the environment. You think your levels of customer service are great. Disagree with person B, C and D.

Role B – Goldman Sachs worker

You think it's a bad company to work for. You're very unhappy with pay, raises and bonuses. You are very unhappy with the working environment. You don't like the company's policy on the environment. You keep hearing profits are more important than customers. Disagree with A and C. Tell D the truth.

Role C – Goldman Sachs customer

You are a customer of Goldman Sachs. You used to think it was great, but not now. Its workers are always very rude. No one ever answers the phone. You are shocked about its policy on the environment. You think all staff should get less pay. You disagree with person A and B. Tell D the truth.

Role D – A journalist

You keep hearing bad things about Goldman Sachs. You want to tell the world in your newspaper. You heard the CEO gets a huge bonus every year. You found a company memo saying profits are more important than the environment. You want to know why so many staff are ill. Find the truth.





GOLDMAN SACHS – ROLE PLAY 2

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Role A – Goldman Sachs New Products Director

You have created a new product for Goldman Sachs. You believe the new product will be the company's best ever. It will be a bestseller. There are people who do not agree with you. You need B, C and D on your side. Tell them why this is a product that will bring great things to Goldman Sachs.

Role B – Goldman Sachs Marketing Director

You think the company's new product is a really bad idea. It will give your company a really bad name. You think the New Products Director is trying to destroy the company. Try to get him/her to understand there's no way the new product will sell. Try to get person C and D on your side.

Role C – Goldman Sachs Market Researcher

You have interviewed thousands of people about the new product. They don't like it or hate it. You think it will be successful if they make many changes. Tell the New Products Director he/she needs to change the product. You neither like nor trust person B. Disagree with him/her.

Role D – Goldman Sachs Shareholder

You know a lot about Goldman Sachs' new product. You are worried it will not sell and share prices will go down. You think A is crazy and must find a new job. You agree with everything B says. You don't agree with C. The new product should not go on the market.





JOB INTERVIEW ROLE PLAY

INTERVIEWER (Write the questions you want to ask the candidate.)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

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JOB INTERVIEW ROLE PLAY

INTERVIEWEE (Write questions you want to ask the interviewer.)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____





DISCUSSION (Write your own questions)

STUDENT A's QUESTIONS (Do not show these to student B)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

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DISCUSSION (Write your own questions)

STUDENT B's QUESTIONS (Do not show these to student A)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____





GOLDMAN SACHS SURVEY

From: <http://www.businessenglishmaterials.com/goldman-sachs.html>

Write five GOOD questions about Goldman Sachs in the table. Do this in pairs. Each student must write the questions on his / her own paper.

When you have finished, interview other students. Write down their answers.

	STUDENT 1 _____	STUDENT 2 _____	STUDENT 3 _____
Q.1.			
Q.2.			
Q.3.			
Q.4.			
Q.5.			

- Now return to your original partner and share and talk about what you found out. Change partners often.
- Make mini-presentations to other groups on your findings.





HOMWORK

- 1. VOCABULARY EXTENSION:** Choose several of the words from the text. Use a dictionary or Google's search field (or another search engine) to build up more associations / collocations of each word.
- 2. INTERNET INFO:** Search the Internet and find more information about Goldman Sachs. Talk about what you discover with your partner(s) in the next lesson.
- 3. MAGAZINE ARTICLE:** Write a magazine article about Goldman Sachs. What have they done recently? What are their plans? Read what you wrote to your classmates in the next lesson. Give each other feedback on your articles.
- 4. GOLDMAN SACHS POSTER** Make a poster about Goldman Sachs. Make sure you sell the company to the public. Show it to your classmates in the next lesson. Give each other feedback on your posters.
- 5. MY GOLDMAN SACHS LESSON:** Make your own English lesson on Goldman Sachs. Make sure there is a good mix of things to do. Find some good online activities. Teach the class / another group when you have finished.
- 6. ONLINE SHARING:** Use your blog, wiki, Facebook page, MySpace page, Twitter stream, Del-icio-us / StumbleUpon account, or any other social media tool to get opinions on Goldman Sachs. Share your findings with the class.

