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MOBIL

<http://www.BusinessEnglishMaterials.com/mobil.html>



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THE LISTENING / READING SCRIPT

From: <http://www.businessenglishmaterials.com/mobil.html>

Mobil is a major American oil company that merged with Exxon in 1999 to form ExxonMobil. It operates petrol stations, carwashes, convenience stores and auto-repair shops throughout the world. It was founded in 1911 and quickly grew to be one of the world's most important oil companies. Its website claims: "ExxonMobil is the world's largest publicly traded international oil and gas company. We hold an industry-leading inventory of global oil and gas resources. We are the world's largest refiner and marketer of petroleum products. And our chemical company ranks among the world's largest. But we are also a technology company, applying science and innovation to find better, safer and cleaner ways to deliver the energy the world needs." The company employs over 80,000 people worldwide.





WARM UPS

From: <http://www.businessenglishmaterials.com/mobil.html>

1. BRAINSTORM CHAT: Write all the words you can think of about Mobil on the board or on a piece of paper. Talk about these words with your partner(s).

2. MOBIL MORNING: Each student pretends to be an employee of Mobil. They walk around the class and talk about the company and their job.

3. RUMOURS: Each student writes down a pretend rumour about Mobil. They then walk around the class and talk to other students about their rumour.

4. GOOD AND BAD: Brainstorm good and bad things about Mobil and write them on the board. Students talk about these in pairs.

5. TRUE OR FALSE: Students find out several facts about Mobil. 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 Mobil. 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/mobil.html>

Mobil is a major American oil _____
Exxon in 1999 to form ExxonMobil. It operates petrol
stations, _____ carwashes, _____ convenience
_____ shops throughout the world.
It was founded in 1911 and _____
of the world's most important oil companies. Its website
claims: "ExxonMobil is the _____
traded international oil and gas company. We hold an
industry-leading _____ oil and gas
resources. We are the world's largest refiner and
_____ products. And our chemical
company ranks among the world's largest. But we are
also a technology company, _____
innovation to find better, safer and cleaner ways to
deliver the _____." The company
employs over 80,000 people worldwide.





CORRECT THE SPELLING

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UNJUMBLE THE WORDS

From: <http://www.businessenglishmaterials.com/mobil.html>

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INSERT THE VOWELS

From: <http://www.businessenglishmaterials.com/mobil.html>

M_b_l_s_m_j_r_m_r_c_n_l_c_m_p_n_y_th_t
m_r_g_d_w_th_x_x_n_n_1999_t_f_r_m_x_x_nM_b_l.
_t_p_r_t_s_p_tr_l_s_t_t_n_s,c_r_w_s_h_s,
c_nv_n_nc_s_t_r_s_and_t-r_p_r_s_h_p_s
thr_gh_t_th_w_rld.t_w_s_f_nd_d_n_1911
_nd_q_ckly_g_r_w_t_b_n_f_th_w_rld's_m_st
_m_p_r_t_n_t_l_c_m_p_n_s.t_s_w_b_s_t_c_l_ms:
"x_x_nM_b_l_s_th_w_rld's_l_rg_st_p_b_l_cly
tr_d_d_nt_rn_t_n_l_l_nd_g_s_c_m_p_n_y.W_
h_ld_n_nd_stry-l_d_ng_nv_nt_ry_f_gl_b_l_l
_nd_g_s_r_s_rc_s.W_r_th_w_rld's_l_rg_st
r_f_n_r_nd_m_rk_t_r_f_p_tr_l_m_p_r_d_cts.nd
_r_ch_m_c_l_c_m_p_n_y_r_nks_m_ng_th_w_rld's
l_rg_st.B_t_w_r_ls_t_chn_l_g_y_c_m_p_n_y,
_p_ply_ng_sc_nc_nd_nn_v_t_n_t_f_nd_b_tt_r,
s_f_r_nd_c_l_n_r_w_ys_t_d_l_v_r_th_n_rgy_th_
w_rld_n_ds."Th_c_m_p_n_y_m_p_l_ys_v_r_80,000
p_pl_w_rldw_d.





PUNCTUATE THE TEXT AND ADD CAPITALS

From: <http://www.businessenglishmaterials.com/mobil.html>

mobil is a major american oil company that merged with exxon in 1999 to form ExxonMobil. It operates petrol stations, carwashes, convenience stores, and auto-repair shops throughout the world. It was founded in 1911 and quickly grew to be one of the world's most important oil companies. Its website claims "ExxonMobil is the world's largest publicly traded international oil and gas company. We hold an industry-leading inventory of global oil and gas resources. We are the world's largest refiner and marketer of petroleum products, and our chemical company ranks among the world's largest. But we are also a technology company applying science and innovation to find better, safer, and cleaner ways to deliver the energy the world needs." The company employs over 80,000 people worldwide.





CHOOSE THE CORRECT TENSE

From: <http://www.businessenglishmaterials.com/mobil.html>

Mobil (be) a major American oil company that merged with Exxon in 1999 to (form) ExxonMobil. It operates petrol stations, carwashes, convenience stores and auto-repair shops throughout the world. It was (found) in 1911 and quickly (grow) to (be) one of the world's most important oil companies. Its website claims: "ExxonMobil (be) the world's largest publicly traded international oil and gas company. We (hold) an industry-leading inventory of global oil and gas resources. We (be) the world's largest refiner and marketer of petroleum products. And our chemical company (rank) among the world's largest. But we (be) also a technology company, applying science and innovation to find better, safer and cleaner ways to (deliver) the energy the world needs." The company (employ) over 80,000 people worldwide.





CHOOSE THE CORRECT WORD

From: <http://www.businessenglishmaterials.com/mobil.html>

Mobil is a _____ American oil company that merged with Exxon in 1999 to _____ ExxonMobil. It operates petrol stations, carwashes, convenience stores and auto-_____ shops throughout the world. It was founded in 1911 and quickly _____ to be one of the world's most important oil companies. Its website _____: "ExxonMobil is the world's largest publicly traded international oil and gas company. We _____ an industry-leading inventory of global oil and gas _____. We are the world's largest refiner and marketer of petroleum products. And our chemical company _____ among the world's largest. But we are also a technology company, _____ science and innovation to find better, safer and cleaner ways to deliver the energy the world _____. The company employs over 80,000 people worldwide.

- claims*
- ranks*
- major*
- grew*
- needs*
- form*
- resources*
- hold*
- repair*
- applying*





PROJECT MOBIL

From: <http://www.businessenglishmaterials.com/mobil.html>

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

Main products			
How to improve them			
A brand new 'killer' product			
How Mobil 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.





MOBIL – ROLE PLAY 1

From: <http://www.businessenglishmaterials.com/mobil.html>

Role A – Mobil 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 – Mobil 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 – Mobil customer

You are a customer of Mobil. 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 Mobil. 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.





MOBIL – ROLE PLAY 2

From: <http://www.businessenglishmaterials.com/mobil.html>

Role A – Mobil New Products Director

You have created a new product for Mobil. 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 Mobil.

Role B – Mobil 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 – Mobil 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 – Mobil Shareholder

You know a lot about Mobil's 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. _____





MOBIL SURVEY

From: <http://www.businessenglishmaterials.com/mobil.html>

Write five GOOD questions about Mobil 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 Mobil. Talk about what you discover with your partner(s) in the next lesson.
- 3. MAGAZINE ARTICLE:** Write a magazine article about Mobil. 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. MOBIL POSTER** Make a poster about Mobil. 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 MOBIL LESSON:** Make your own English lesson on Mobil. 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 Mobil. Share your findings with the class.

