

Before you watch**1 SPEAKING** Work in pairs. Answer the questions.

- 1 What famous shops are there in your country?
- 2 What do they sell?
- 3 What do you know about the history of these shops?
- 4 Are there Marks & Spencer shops in your country?

Comprehension check**2** Watch the DVD clip. Choose the correct answers.

- 1 Where was Michael Marks from?
a England b Belarus c Scotland
- 2 When did Marks & Spencer begin?
a 1882 b 1885 c 1894
- 3 Which of these things can you see in the clothes section of the Marks & Spencer shop?
a aeroplane b motorbike c car

3 Watch again. Complete the text with the words below.

250 361 700 85,000 businessman cashier Leeds online retailer website

Marks & Spencer is a famous British ¹_____. It began in ²_____ in 1894, when Michael Marks, a ³_____ from Belarus, asked Thomas Spencer, a ⁴_____ for a wholesale company, to work with him. They were very successful and the business grew quickly.

Today, there are over ⁵_____ stores in the UK and ⁶_____ in the rest of the world. They also have a large ⁷_____ business, so customers can buy many things from their ⁸_____. Today, Marks & Spencer employs over ⁹_____ people, but they plan to expand and open ¹⁰_____ new stores in other countries.

4 Watch again. Number the events (A–F) in the order that they happened.

- A ___ Michael Marks asked Isaac Dewhirst to work with him.
- B ___ Michael Marks became successful and opened several shops.
- C ___ Michael Marks moved to Leeds.
- D ___ Thomas Spencer joined Michael Marks.
- E ___ The partnership was a huge success.
- F ___ Michael Marks borrowed some money from Isaac Dewhirst.

Round up**5 SPEAKING** Work in groups. Answer the questions.

Would you like to start your own business? What would you do?

Vocabulary

6 RECYCLE Choose the correct words.

- 1 My brother is a sales **agent** / **assistant** in a shop in the city centre.
- 2 My dad doesn't work nine-to-five. He works long **hours** / **time**.
- 3 I work in an office so I don't have to serve **customers** / **staff** in my job.
- 4 Chloe is always happy to get involved. I'm really pleased that she **joined** / **had** the team.
- 5 It's important to work as part of a **staff** / **team**.
- 6 My mum is a teacher and is usually on her **legs** / **feet** all day.

7 Complete the text with the words below.

brand business established expanded partnership revenue

A history of Aldi

Aldi began in Germany in 1946 when brothers Karl and Theo Albrecht formed a
¹ _____ and took over their mother's shop. Over the next four years, they
² _____ thirteen stores in their region. They kept costs low by not advertising
or selling fresh produce, and by only having small shops. The ³ _____ grew quickly,
and by 1960 they had over 300 shops.

In 1962 they started using the name Aldi, and in 1967 they ⁴ _____ into other
countries. Today, the ⁵ _____ is famous throughout Europe, Australia and the USA,
and has an estimated ⁶ _____ of over €55 billion per year.

Extension

8 Work in groups. Imagine you're going to open a new shop together. Talk about:

- what you would like to sell.
- how you would develop your brand.
- what you would do to expand and grow.
- the problems of working with your partners.

Make a poster to advertise your shop.

9 Present your poster to the class. Use the key phrases for signposting what you say.

Signposting what you say

An opinion

In my opinion, ...

As I see it, ...

A reason

That's because ...

Therefore ...

An example

For example, ...

For instance, ...

... such as ...

An additional point

What is more, ...

Moreover, ...

Not only that, ...

A contrasting point

Although ...

Nevertheless, ...

On the other hand, ...

A paraphrase

In other words, ...

What I mean is, ...