



Course: English Language.

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### Lesson 4: Trade and Auxiliaries to Trade

❖ **Terminology/** Commerce = Trade + Auxiliaries to trade

**Task 01:** Match each definition with its equivalent term

- |                                                                                                                |                    |
|----------------------------------------------------------------------------------------------------------------|--------------------|
| 1. It is the selling and buying of goods and services for money or its equivalent between two parties or more. | a. Import.         |
| 2. The person engaged in the trade of goods.                                                                   | b. Entrepot.       |
| 3. It is known as home or domestic trade. It is conducted among traders within the same country.               | c. External Trade. |
| 4. The goods are bought in large quantities from the producers and then sold to retailers..                    | d. Export.         |
| 5. Buying goods from the wholesaler to re-sell them to consumers in small lots, for a profit.                  | e. Trader.         |
| 6. The exchange of goods and services between two countries.                                                   | f. Internal Trade. |
| 7. When goods are purchased from a foreign country.                                                            | g. Trade.          |
| 8. When goods are sold to a foreign country.                                                                   | h. Wholesale.      |
| 9. When we re-export imported goods further to another country.                                                | i. Retail.         |

**Task 02:** Match the words in the box with the definitions below.

Auxiliaries/ aids to trade are aspects/ factors that help trade to take place in an effective manner and efficient flow, eliminating hindrances in undertaking trade.

**Marketing, Banking, Insurance, Transportation, Warehousing.**

1/.....: it covers the activities which eliminate **the hindrance of place**, as goods are produced in a specific location only, while they are demanded in varied locations for consumption.

2/.....: it involves safe storage of goods, which eliminate **the hindrance of time**. There are a number of goods which are produced in specific seasons, as cotton, juice, sugar etc. However, they are needed throughout the year.

3/.....: It helps in providing financial assistance to the enterprise. So, it reduces the **hindrance of finance**. Therefore, banks help the entrepreneurs in raising funds to finance production.

4/.....: This aid enables businesses to publicise their products to their potential market. Businesses can let people know about them through various media such as digital media and channels of mass communication.

5/.....: We all know that there is always a risk involved in the transportation of goods and services from one place to another. So with this process, **the risk of theft or fire can be eliminated** and the organization can be free from the fear of loss during transit.

❖ **Grammar/** a pronoun is a word that we use in place of a noun to avoid repetition.

### Personal Pronouns

Subjective Case	Objective Case	Possessive Case	Reflexive Case
I	Me	My - mine	Myself
We	Us	Our - ours	Ourselves
You	You	Your - yours	Yourself
They	Them	Their - theirs	Themselves
He	Him	His - his	Himself
She	Her	Her - hers	herself
It	It	Its - its	Itself

### Practice:

Exercise1	Exercise2
<p>Put the appropriate pronoun in each gap: (A)</p> <p>1/..... is dreaming. (George) 2/..... is green. (the blackboard) 3/..... are on the wall. (the posters) 4/..... is running. (the dog) 5/..... are watching TV. (my mother and I) 6/..... are in the garden. (the flowers) 7/..... is riding his bike. (Tom) 8/..... is from Bristol. (Victoria) 9/..... has got a brother. (Diana) 10/ Have ..... got a computer, Mandy? (You are asking someone)</p> <p>(B)</p> <p>1/The children are hungry. Give.....an apple. 2/We are thirsty. Can you give.....some juice. 3/This cake is for me and Carol. Give.....to..... 4/Where is father? Can you tell .....where he is? 5/I am sorry! I cannot tell.....what happened. 6/Where is the mouse? I Cannot see..... 7/Jack is in the garden. Bring.....his football. 8/The roses are for mother. Please give.....to.....</p>	<p>Choose the correct answer:</p> <p>1.He burnt _____ with the matches. <b>Himself / Herself</b></p> <p>2.Be careful! You might electrocute _____! <b>Myself / Yourself</b></p> <p>3.Ow! I've cut _____. <b>Myself / Yourself</b></p> <p>4.The cat has scratched _____. <b>Itself / Myself</b></p> <p>5.They're taking photos of _____ . <b>Themselves / Itself</b></p> <p>6.We're going to hurt _____ if we're not careful. <b>Myself / Ourselves</b></p>