



Course: English Language.

Teacher: MEKHLLOUFI Rania & HAMOUD Madjda

Grade: 2<sup>nd</sup> Year Bachelor Commercial Sciences





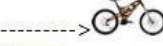





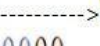












## Lesson 5: Ways of Selling

Match the words in the box with the definitions below:

<b>agent</b>	<b>broker</b>	<b>consumer</b>	<b>customer</b>
<b>distributor</b>	<b>franchisee</b>	<b>merchant</b>	<b>middlemen</b>
<b>outlet</b>	<b>sales force</b>	<b>retailer</b>	<b>wholesaler</b>

- ..... : an agent in a particular market, such as securities, commodities, insurance, etc.
- ..... : a general term for agents, brokers, dealers, merchants, traders, wholesalers, retailers, and other marketing intermediaries.
- ..... : a merchant such as a shopkeeper who sells to the final customer.
- ..... : a place where goods are sold to the public – a shop, store, kiosk, market stall, etc.
- ..... : a collective term for a company's sales representatives or commercial travellers  
*GB Sales representatives, commercial travellers = US salespersons, traveling salesmen.*
- ..... : an intermediary who stocks goods from various suppliers and delivers them to retailers when ordered.
- ..... : a person (generally a wholesaler) who stocks and resells components or goods to manufacturers or retailers.
- ..... : a person (or company) who buys a product or service from a producer or a shop.
- ..... : a person who buys (and takes possession of) goods, and sells them on his or her own account.
- ..... : a person who buys an exclusive right to sell certain products in a certain area (or to use a particular name).
- ..... : a person who negotiates purchases and sales in return for commission or a fee.
- ..... : the end-user of goods or services, whose needs are satisfied by producers.

❖ **Grammar: Demonstrative pronouns and Interrogative pronouns**

<p align="center"><b>Demonstrative pronouns</b> (used to identify a noun or a number of nouns that may be near or far in distance or time.)</p>	<p align="center"><b>Interrogative pronouns</b> (used to ask questions about person or object that we do not know about.)</p>
<p><b>This:</b> pointing a near person or a near thing in distance or time. (for singular)</p> <p><b>These:</b> pointing a near set of things or persons in distance or time. (for plural)</p> <p><b>That:</b> pointing a far person or a far thing in distance or time. (for singular)</p> <p><b>Those:</b> pointing a far set of things or persons in distance or time. (for plural)</p>	<p><b>What:</b> used for thing (subjective/ objective case) - <u>What</u> do you do?</p> <p><b>Which:</b> used for thing (subjective/ objective case) - <u>Which</u> book are you reading?</p> <p><b>Who:</b> used for person (subjective case) - <u>Who</u> is knocking at the door?</p> <p><b>Whom:</b> used for person (objective case) - <u>Whom</u> did they invite?</p> <p><b>Whose:</b> used for person (possessive case) - <u>Whose</u> house is that?</p>
<p align="center"><b>Exercise</b></p>	<p align="center"><b>Exercise</b></p>
<p align="center">  </p> <p align="center"><b>this / that / these / those</b></p> <p align="center"><small>Questions and answers - match. Back - demonstratives - exercises</small></p> <p> <input type="text"/> car.   </p> <p> <input type="text"/> bike.   </p> <p> <input type="text"/> pencils.   </p> <p> <input type="text"/> books.   </p> <p> <input type="text"/> ball.   </p> <p> <input type="text"/> shoes.   </p> <p> <input type="text"/> mouse.   </p> <p> <input type="text"/> snakes.   </p> <p> <input type="text"/> birds.   </p> <p> <input type="text"/> cat.   </p> <p> <input type="text"/> apples.   </p>	<p><b>Add an interrogative pronoun to complete each question:</b></p> <ol style="list-style-type: none"> <li>1/ .....have you written in the notebook?</li> <li>2/ .....of these dishes do you like?</li> <li>3/ .....is your favourite cartoon character?</li> <li>4/ With ..... did you play yesterday?</li> <li>5/ .....can speak French fluently?</li> <li>6/.....is your favourite pastime?</li> <li>7/ .....pet was that?</li> <li>8/ .....colour do you prefer your shirt to be?</li> <li>9/ .....one of the books is yours?</li> <li>10/ To.....should I address the letter?</li> <li>11/ .....shoes are outside the front door?</li> <li>12/ .....would you like to do tomorrow?</li> <li>13/ .....house should we go on Monday?</li> <li>14/ To.....was the package sent?</li> <li>15/ .....is the new student in the band?</li> <li>16/ .....is the title of the poem that you liked?</li> <li>17/.....car is yours?</li> <li>18/.....is you dog's name?</li> <li>19/ .....one of the sandwiches is hers?</li> <li>20/ .....birthday on December?</li> </ol>