

1. Why does Mr de Lesseps lend money to people in poor developing countries?
2. Who is Mr de Lesseps and what does he do?
3. What is it an orchard?
4. What do you know about Mr de Lesseps 's company?
5. What do microfinance institutions specialize in?
6. How are microcredit loans different from standard loans?
7. What is it a collateral?
8. What is the non-payment rate claimed by leading microcredit institutions? Compare it with the non-payment rate in the consumer finance industry.
9. How much money worldwide is lent to borrowers from developing countries? Does this meet the global demand?
10. What are the reasons behind Mr de Lesseps 's philanthropic ventures?
11. Mr de Lesseps has been interested and actively engaged in microfinancing for most of his professional life. T/F
12. What general steps do de Lesseps and his team make when they arrive at a country in need of microfinancing?
13. What is it irrigation?
14. Describe an example of microfinancing in a village in Cambodia.
15. Why is it usually not necessary to ask for collateral when lending money to people in developing countries?
16. How does the interest rate charged by Mr de Lesseps compare with the interest rate charged by internationally recognized commercial banks and the interest rates charged by local banks in developing countries?
17. What is it LIBOR?
18. What is it a benchmark?
19. According to the estimate of Mr de Lesseps how much of the microfinancing market remains uncovered?
20. What is Mr de Lesseps 's primary goal?

TASK In the listening exercise find the translations of the following.

1. Lidé se nutně musí zajímat o budoucnost takové firmy.

2. Jak došlo k uzavření smlouvy?

3. Cazenove je báječná instituce, která se může pochlubit všemi ctnostmi starého světa, aniž by zároveň trpěla jeho neřestmi. (*virtue, vice*)

4. Konkurenti mu závidí jeho klientelu.

5. znovu získat kontrolu na značnou částí podnikání Cazenove

6. ... s větší perspektivou v budoucnu.

7. nezávisle stanovená cena

TASK1 In the listening exercise find the translations of the following.

Situation 1

1. Po zvážení všech úhlů pohledu si myslím, že

= _____

2. Ty nesouhlasíš?

= _____

3. Celkem vzato já jsem úplně přesvědčený, že to co máme udělat, je...

= _____

4. Je mi líto, ale tomuto říkám ne.

= _____

5. Podívej, pokud v tomto ohledu nejsi ochoten změnit svůj názor, tak budu muset v týmu pokračovat bez tebe.

= _____

TASK 2 Complete the gaps with the words you hear:

Situation 3

A: It's in all our interests to **1.** _____ - they should be made to pay us compensation for our losses.

B: **2.** _____, and if we lose, think of all the bad publicity. I'm really against it.

C: I'm sure we could prove it was the bank's fault. They did make inaccurate predictions about our performance, and that

3. _____.

D: All things considered, the most sensible thing would be to talk to our lawyers first and see what **4.** _____.

A: They may advise **5.** _____, but you're right- that should be our first step.