

UNIT THREE – PARTNERSHIPS

U3, READING, p. 24

TASK 1 Answer the following questions:

1. What words are used to describe governments in the developing world in their relation to infrastructure projects?
2. Why is it difficult to persuade companies to participate in infrastructure projects in developing countries? What lessons have they learnt?
3. Describe the development of infrastructure projects in Latin America and Asia since 1990s till today (from investors' point of view).
4. While is water such a passionately discussed issue?
5. Why are private companies reluctant to undertake big infrastructure projects? Why are they risk averse?
6. What other financial difficulties does financing big infrastructure present?
7. How are governments trying to attract private investors today?
8. Why does investment in water and power still remain a challenge?
9. What might be a possible solution to this challenge?
10. Can local African entrepreneurs get involved in small infrastructure projects? What is their government's attitude to that? What does Mr Klein say?

TASK 2 Find the words in the text which mean the following:

1. _____ = opposed to taking risks, or only willing to take small risks, especially in business
2. _____ = old and no longer in good condition
3. _____ = not willing to do something
4. _____ = someone who sells something, but not in a shop
5. _____ = in between two stages, places, levels, times etc

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TASK Put the following conversation between Amanda and Tobias in order. The first has been done for you as an example: **1b**

- a) A: Well, before the Christmas rush is looking **tricky**, then there's the holiday period, which takes us into January.
- b) A: I can confirm that your order has been received and we're processing it as quickly as we can.
- c) A: Well, if I'm honest, delivery for December 20th doesn't look very likely, Tobias.
- d) A: Look, I'm sure we can work something out here. How about a discount for the **inconvenience cause**?
- e) A: Realistically speaking, that's the way it's looking.
- f) A: Fine, we can work with that.
- g) T: OK, so we're agreed on 10% then. I'll put that in an e-mail to you today.
- h) T: Yes, but I really need to have an exact date of delivery of the shipment. I mean, do you have any idea when it's going to be?
- i) T: What did you **have in mind**, exactly? I really don't think we'd be happy with anything less than 10%.
- j) T: Couldn't you be more specific, Amanda? We really need to have this model **in stock** again by December 22nd.
- k) T: Are you saying that you won't be able to deliver this order until the New Year?
- l) T: **If that's the case**, I'd like to cancel our order, then.