



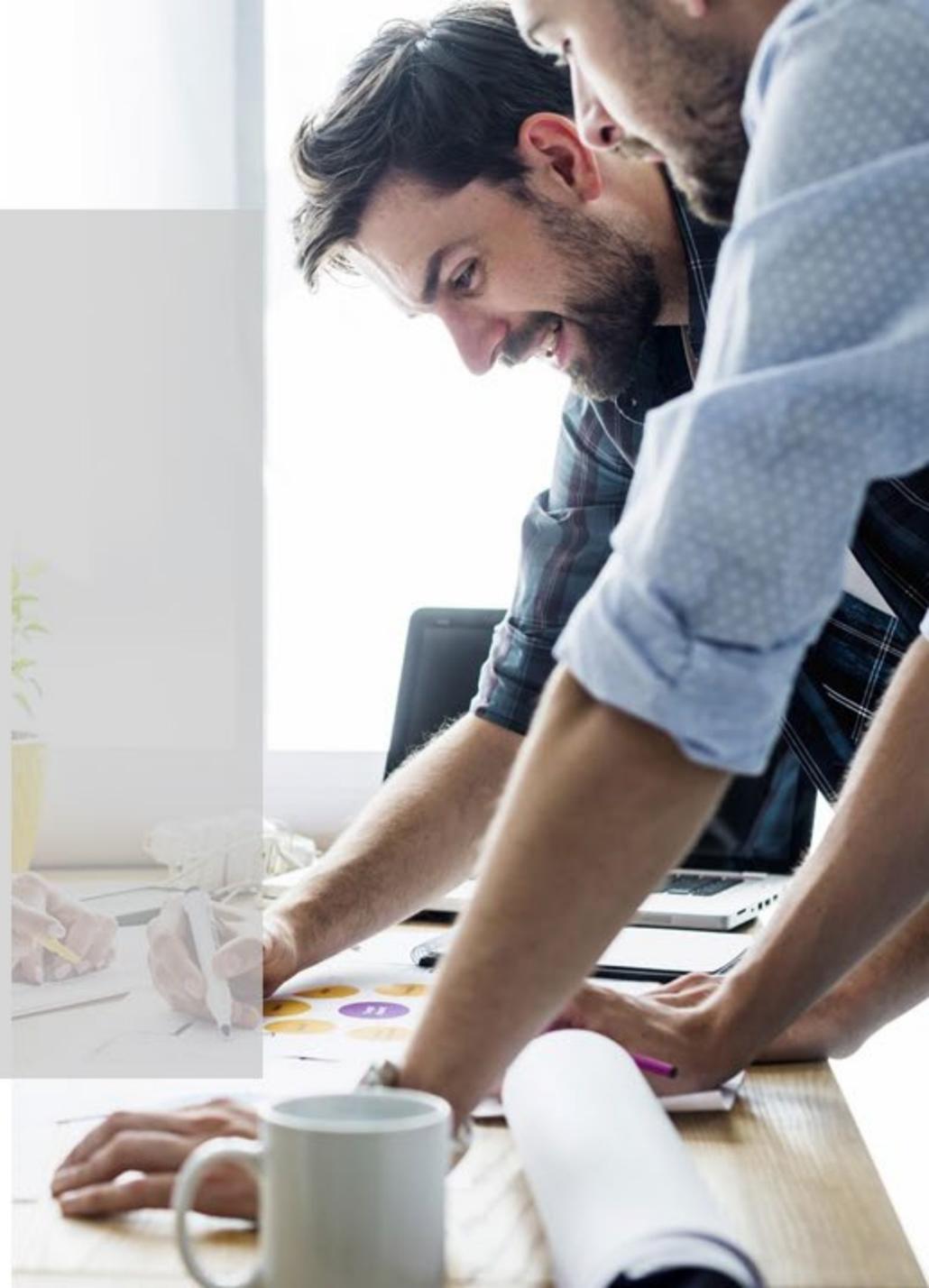
NEW BUSINESS ENGLISH 5

Lesson 45
Expressing Opinions



LEARNING GOALS

- ◆ Asking for and Giving Opinions
- ◆ Showing Disagreement



What would you say?

Scenario: You are presiding over a meeting and would like to ask everyone's opinion about something.



How do I ask my colleagues to give their opinions?

Situational Dialogue

▶ Ms. Chen presides over the meeting.

Jia Chen



Selena Leroy



Jordan Brett



Kenzo Hara



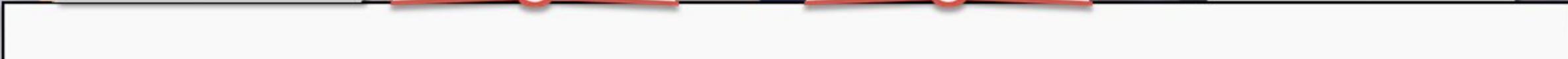


Good afternoon, everyone!
As mentioned in the agenda, today we are going to talk about replacing our CRM system. What are your thoughts on selecting the optimal CRM system?





In my opinion, we can refer to the users' comments on the Internet.





I understand your perspective, but I'm afraid not all the comments are reliable. I figure it would be better to visit the official website for more trustworthy information.





I have the same feeling.
As far as I'm concerned, the best way is to
consult the service providers directly so that
they can determine our needs better.



Key Vocabulary

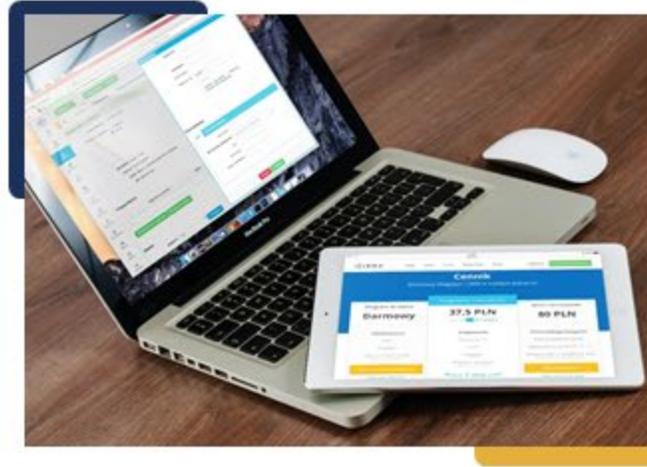
Learn the new words and answer the questions.



trustworthy

(adj.) able to be relied on as honest or truthful

e.g. We only do business with **trustworthy** partners.



official website

(n.) a company's site that is used to represent them online

e.g. All their products and services can be found on the **official website**.



service provider

(n.) a company that provides Internet-related services

e.g. Make sure to choose a **service provider** that values security.

Dialogue Review

Have a role play and answer the questions.



Ms. Chen presides over the meeting.

Ms. Chen: Good afternoon, everyone! As mentioned in the agenda, today we are going to talk about replacing our CRM system. What are your thoughts on selecting the optimal CRM system?

Kenzo: In my opinion, we can refer to the users' comments on the Internet.

Jordan: I understand your perspective, but I'm afraid not all the comments are reliable. I figure it would be better to visit the **official website** for more **trustworthy** information.

Selena: I have the same feeling. As far as I'm concerned, the best way is to consult the **service providers** directly so that they can determine our needs better.

 *Ms. Chen presides over the meeting.*

1. Asking for and Giving Opinions

Ms. Chen: Good afternoon, everyone! As mentioned in the agenda, today we are going to talk about replacing our CRM system.

What are your thoughts on selecting the optimal CRM system?

Kenzo: In my opinion, we can refer to the users' comments on the internet.

Jordan: I understand your perspective, but I'm afraid not all the comments are reliable. I figure it would be better to visit the official website for more trustworthy information.

2. Showing Disagreement

Selena: I have the same feeling. As far as I'm concerned, the best way is to consult the service providers directly so that they can determine our needs better.

Learning Goals

Learn the key expressions and sentence structures.

∴ Asking for and Giving Opinions

Asking for Opinions

- What are your thoughts/views on...?
- I'd be interested to hear your ideas on...
- From your point of view, ...?

Giving Opinions

- In my opinion, ...
- As far as I'm concerned, ...
- I'm absolutely convinced that...

Example sentences:

- What are your thoughts on the company's newly opened branch?
 - In my opinion, it's a great way to reach a bigger market.
- I'd be interested to hear your ideas on this matter.
 - As far as I'm concerned, the best way is to consult the service providers directly.



From your point of view, what is the best quality that a business person should possess?

Learning Goals

Learn the key expressions and sentence structures.

::: Showing Disagreement

- With all due respect, I have to disagree with you there.
- I see what you mean, but I have a different opinion.
- I understand your perspective, but I'm afraid + **(opinion)**.
- I figure it would be better to + **(opinion)**.

Example sentences:

- I understand your perspective, but I'm afraid not all comments are reliable.
- I figure it would be better to visit the official website for more trustworthy information.
- With all due respect, I have to disagree with you there. I'm absolutely convinced that we should keep our connections private and not reveal too much information about the company.

“We’re going to have to agree to disagree.”

- used to accept that neither sides will be able to change the other's mind



How would you respond if someone disagreed with your opinion?

Semi-open Dialogue

Have a role play.

Scenario: Your company is not generating enough sales due to an economic crisis. So, the CEO has decided to lay off employees. Give your thoughts about this matter in the meeting.



∴ You can refer to the following key expressions:

- In my opinion, ...
- As far as I'm concerned, ...
- I'm absolutely convinced that...
- I understand your perspective, but I'm afraid + (opinion).
- I figure it would be better to + (opinion).

Learn the importance of expressing your opinion.

∴ 5 Reasons Why You Should Express Your Opinion

01

You will appear more confident.

02

Your opinion can drive a meaningful discussion.

03

If your opinion is wrong, it's a good chance to learn.

04

You could be the voice of the majority.

05

Regretting action is better than regretting inaction.



Can you think of other reasons why it's important to never hold back your opinion?

Overview

Keywords and expressions:

trustworthy/ official website/service provider

What are your thoughts/ views on...?
I'd be interested to hear your ideas on...

In my opinion, ...
As far as I'm concerned, ...

I see what you mean, but I have a different opinion.
I understand your perspective, but I'm afraid + (opinion).

