



LANGUAGE LINKS

Vol.1 No.1 January 2, 2008

Language Links is an internal publication of the Devawongse Varopakarn Institute of Foreign Affairs, Office of the Permanent Secretary, Ministry of Foreign Affairs, 962 Krung Kasem Road, Bangkok 10100. <http://www.mfa.go.th/web/2459.php>

Welcome all students to the English language courses run by the Devawongse Varopakarn Institute of Foreign Affairs. To support students' needs, there are two courses being held this term, each offering different English programmes. For students who want to improve their English for their jobs, the Intensive Language Course (ILC) offers not only normal classroom lessons but also a variety of English activities at different locations. The other course is the Oral Communication Course (OCC), designed to build confidence in students and improve fluency and competence in social communication skills.

Students are expected to attend all classroom lessons, and it is **COMPULSORY** to participate in all Friday activities, two of which are excursions outside Bangkok. Lessons will begin for all students at 11.00 a.m. Monday morning, following the orientation programme. It sounds like hard work might be recommended throughout the course. Nevertheless, I hope you enjoy it and gain lots of knowledge and experience.

what's happening this week?

This Friday's activity has been arranged so that all ILC and OCC students, as well as teachers and staff, can get together, get to know each other better and perhaps make some new friends! There will be a number of fun English-based activities for you to join in, giving you the chance to meet, talk to, and work together with students from other classes, as well as your own. These "Ice Breaking Activities" will be held at the Prince Palace Hotel, starting at 9 a.m. and finishing about midday. We look forward to seeing you there!



NOTE:

- Please be at the Prince Palace Hotel (11th floor) around 8.45 a.m.
- Wear your nametag.
- Dress neatly.

Usana

Culture Corner

Negotiation Practices & Presentation Styles



China



The Chinese prefer to conduct negotiations in TEAMS where each person has a clearly defined role. It is advisable to assemble a negotiation team on your side, too. Your Chinese negotiation partners will still strive to get to know each member of your team well, though.

When starting a presentation in China, it is helpful to spend significant time discussing the history of your company. In China, with its rich history and emphasis on relationships, people pay more attention to the past. Your business partners will want to understand your company's background, history and past engagements. This is an important element in your effort to build trust.



France

French after
Unlike
approach,
declare
agreement



negotiators may start debating your first agenda point even you have already covered and agreed on the first five points. most Americans, who are used to following a sequential **the French prefer a more holistic view**. They may refuse to individual negotiation points closed before a complete

In France, with its long intellectual and analytical tradition, logic is highly valued and appreciated. Be prepared for some of the points you present triggering lively discussions or even heated debates among your audience.

India



Like many other Asians, people in India prefer a more indirect approach rather than appearing confrontational. They may instead resort to highlighting aspects of your proposal that they like, which between the lines also tells you which parts they do not like.



In India, it is okay for bosses to be authoritarian as long as they are competent in their work area. Indians expect and accept a greater difference in levels of authority between bosses and employee than most Americans do. They expect their bosses to be competent and 'have all the answers', though, which is different from the US, where the boss may only be expected to know where to get the right answer.



Here's the Answer...

Hello, all reading lovers!!! Welcome to the 'Here's the Answer' column. This column is very beneficial for English learners. It helps clarify any confusing points that frequently cause English learners to make mistakes. More importantly, if you have any doubt or confusion in English usage, don't hesitate to **send your note to me at Room 201**. I'll be really pleased to help you.

Q: The words '**do**' and '**make**' are very similar. Is there any difference?

A: Yes, there are some differences. Look at the following:

a) We use '**do**' when we **do not** say exactly what activity we are talking about – for example, with the words *something, nothing, anything, everything* and *what*.



b) We use '**do**' when we talk about work.



I'm not going to **do** any work today.



Would you like to **do** my job?



I'm going to **do** some reading.

c) We often use '**make**' to talk about constructing, building, creating, etc.



I'm going to **make** a cake.



Let's **make** a plan

d) Learn these expressions:

do someone a favour/ one's best

make an offer/ an arrangement/ a suggestion/ a decision/ an attempt/ an effort/ an excuse/ a mistake/ a noise/ a journey/ money/ a profit/ a bed/ peace/ war/ a phone call

Swan, M. 2000. Basic English. Oxford: Oxford University Press.

LEARNING STRATEGIES

HOW TO IMPROVE YOUR ENGLISH

There are many ways to improve your level of English:

READ IT

Read as many English books, newspapers and magazines as you can find. We also recommend the English version of the monthly magazine READERS DIGEST. It has short stories and articles.



LISTEN TO IT

Try some of the radio stations we recommend on the [Worldwide Radio schedules page](#), [BBC Overseas Service](#). They have a very good website designed to help English learners and teachers.

LOOK AT OTHER LEARNING MATERIAL ON THE WEB

VOLTERRE in France has a valuable list of sites for [learners and teachers of English and French](#).

Both these sites are highly recommended.

TALK IT

Talk to friends who are also learning English. Make a rule that perhaps for an hour, or when you go out together, you will only speak English to each other! Find native English-speaking people who will give you conversation practice.



GO TO AN ENGLISH LANGUAGE SCHOOL

Attend an English language school or institute to brush up your English if you have a chance.



VISIT AN ENGLISH-SPEAKING COUNTRY

They are good environments in which to practise speaking English.

Adapted from: <http://www.soon.org.uk/page24.htm>

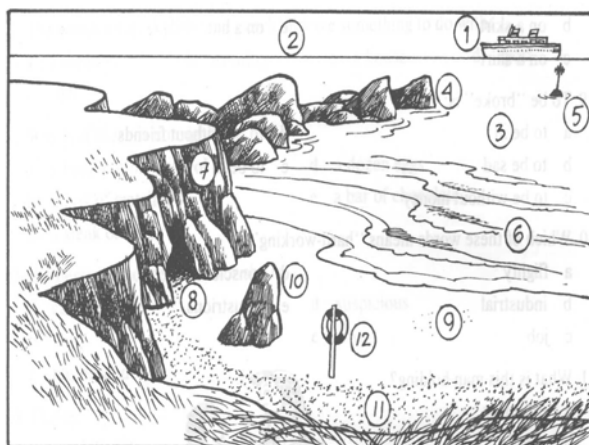
Napassawan

Usana

FUN WITH ENGLISH

No.1 The sea-shore

Rearrange the letters to find out the names of the things in the following drawing.



1	R	E	I	L	N			
2	R	O	H	O	N	I	Z	
3	E	S	A					
4	H	A	N	D	E	A	L	D
5	Y	U	B	O				
6	V	E	W	A				
7	F	I	C	L	F			
8	V	A	C	E				
9	H	A	B	E	C			
10	C	O	R	K				
11	L	I	G	H	E	N	S	
12	B	I	O	L	E	U	Y	F

1								
2								
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9								
10								
11								
12								

From Test Your Vocabulary Book 2; Peter Watcyn-Jones



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