MARIA L. ENGLISH TEACHING SYSTEM

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logstics and business

Exercise 1: Fill in the Blanks

logistics. warehouse operations. transportation bill of lading. inventory management. forecasting. quality issues. purchasing. meeting procurement

Complete the following sentences with the appropriate words related to logistics and business:

The __________ team is responsible for managing the supply chain and ensuring timely delivery of goods to customers.

Our company offers a wide range of __________ services, including sea, air, and road transportation.

The __________ is a document that confirms the receipt of goods by a carrier for shipment.

We need to optimize our __________ to reduce costs and improve efficiency in our warehouse.

The sales __________ is forecasting higher demand for the upcoming quarter.

The __________ department is negotiating a new contract with our international suppliers.

Our company uses __________ software to track inventory levels and manage stock replenishment.

The CEO held a __________ with the board of directors to discuss the company's expansion plans.

We need to address the __________ in the manufacturing process to ensure product quality.

The __________ team is responsible for negotiating favorable terms with our shipping partners.

Exercise 2: Match the Terms

Match the logistics and business terms on the left with their corresponding definitions on the right:

Inventory ( ) A document authorizing the transport of goods.

Procurement ( ) The process of buying goods and services.

Freight ( ) The goods and materials held by a company for future use or sale.

Shipment ( ) The cost of transporting goods.

Supply Chain ( ) The entire process of moving goods from the supplier to the consumer.

Warehouse ( ) A large building used for storing goods.

Quotation ( ) A formal statement of the estimated costs for a service or product.

Distribution ( ) The movement of goods from one place to another.

Logistics ( ) The management of the flow of goods and services from origin to consumption.

Contract ( ) A legally binding agreement between two or more parties.

Exercise 3: Business Scenario

Read the following business scenario and answer the questions that follow:

Scenario: XYZ Company wants to expand its market reach and is considering establishing a new distribution center in a foreign country. They are also negotiating contracts with potential suppliers to ensure a steady supply of raw materials.

Questions:

1. What is the objective of XYZ Company in this scenario?
2. Why is XYZ Company negotiating contracts with potential suppliers?
3. What are the benefits of establishing a new distribution center in a foreign country?

Exercise 4: Business Vocabulary Crossword

Complete the crossword puzzle with the logistics and business terms provided:

The process of buying goods and services. (7 letters)

A document authorizing the transport of goods. (10 letters)

The goods and materials held by a company for future use or sale. (8 letters)

The movement of goods from one place to another. (12 letters)

A large building used for storing goods. (9 letters)

The entire process of moving goods from the supplier to the consumer. (12 letters)

The cost of transporting goods. (7 letters)

