



C Review the language of forecasts (what is likely to happen in the future). Complete the sentences with the words/phrases in the box.

I doubt    I expect    I'm sure    might/may    will definitely

- 1 I'm certain. Sales of this line ..... go up.
- 2 I can't really say at this stage. Sales of this line ..... go up a little.
- 3 Sales of this line definitely won't go up. .... of it.
- 4 Sales of this line are likely to go up. .... an increase of around 10% next quarter.
- 5 Sales of this line probably won't go up much. In fact, ..... they will increase at all.

Now match the beginnings 6–8 with the endings a)–c). Be careful!

- |   |                                   |
|---|-----------------------------------|
| 6 We expect/think/hope/believe/predict/forecast | a) sales to increase next year.   |
| 7 We expect/hope/intend/plan                    | b) sales will increase next year. |
| 8 We expect                                     | c) to increase sales next year.   |

Note: we can usually use 'will' or 'going to' for forecasts and there is very little difference between them. However, if there is strong evidence in the present situation then 'going to' is more common. Compare

- |  |  |
|--|--|
| I think sales <b>will probably increase</b> next year.         | (it's my general belief)                 |
| I think sales <b>are probably going to increase</b> next year. | (I am looking at some figures right now) |

D Underline the correct words/phrases in the email.

Somchai – thanks for getting back to me so quickly with your comments. Yes, all good points. At the end you ask me for my thoughts about the longer term, so here they are:

- Sales are <sup>(1)</sup>possible/likely to end this year <sup>(2)</sup>with/at about \$34m. And, because our cost-cutting measures are working <sup>(3)</sup>good/well, net profits <sup>(4)</sup>maybe/might increase at an even faster rate.
- Next year the situation is a lot more <sup>(5)</sup>uncertain/unlikely. This is because of the general economic climate we are operating in. People are being very careful with their money, and they aren't buying so many new homes. And if a recession develops, then <sup>(6)</sup>I doubt/I expect sales of household appliances like ours will be hit <sup>(7)</sup>significant/significantly.
- Inflation <sup>(8)</sup>will probably/probably will start to rise, and so interest rates will have to go up as well. That's bad news for us because of that money we borrowed from the bank last year. But rates <sup>(9)</sup>probably won't/won't probably go much beyond 5%, so the situation should be manageable.

Anyway, we can discuss all this in more detail at the next sales conference. But the evidence suggests that we <sup>(10)</sup>\*will have/are going to have a difficult time over the next few years.

Hanif