



- **1. The first part of the text (lines 1-4) describes the general situation of the company. The company is a small business with a limited number of employees. The main product is a type of software. The company is currently facing a number of challenges, including a decline in sales and a high level of competition.**
- **2. The second part of the text (lines 5-8) discusses the reasons for the decline in sales. The main reason is a change in the market. Customers are now looking for more advanced software. The company's current product is outdated and does not meet the needs of the market. Another reason is a high level of competition. There are many other companies offering similar products at a lower price.**
- **3. The third part of the text (lines 9-12) describes the company's current strategy. The company is planning to invest in research and development to create a new, more advanced product. The company is also planning to expand its marketing efforts to reach a wider audience. The company is also planning to improve its customer service to increase customer loyalty.**
- **4. The fourth part of the text (lines 13-16) discusses the company's financial situation. The company is currently operating at a loss. The main reason for the loss is the high cost of research and development. The company is also facing a number of other financial challenges, including a decline in sales and a high level of competition.**
- **5. The fifth part of the text (lines 17-20) describes the company's future plans. The company is planning to continue to invest in research and development to create a new, more advanced product. The company is also planning to expand its marketing efforts to reach a wider audience. The company is also planning to improve its customer service to increase customer loyalty.**

## Questions for Oral Answers

1. **What is the main product of the company? How is the company currently performing? What are the main challenges the company is facing?**
2. **What are the reasons for the decline in sales? How is the company planning to address these challenges?**
3. **What is the company's current strategy? How is the company planning to improve its financial situation?**
4. **What are the company's future plans? How is the company planning to reach a wider audience?**
5. **What are the company's financial challenges? How is the company planning to improve its customer service?**
6. **What are the company's marketing efforts? How is the company planning to improve its customer loyalty?**
7. **What are the company's research and development efforts? How is the company planning to create a new, more advanced product?**
8. **What are the company's expansion plans? How is the company planning to reach a wider audience?**
9. **What are the company's financial goals? How is the company planning to improve its financial situation?**
10. **What are the company's marketing goals? How is the company planning to reach a wider audience?**
11. **What are the company's research and development goals? How is the company planning to create a new, more advanced product?**

