B2 Business English — 1-to-1 Student Worksheet

If It Can Power a Car, Why Not a Data Center?
Second-Life EV Batteries & the Circular Economy

Use the notes to prepare spoken answers; the goal is to develop ideas, not simply write full sentences.

1. Warm-up — When Is a Product 'Finished?'

Give one example of a product that could be repaired, reused, repurposed or recycled.

Example: _____

Why could it have a second life? _____

2. Article Connection

The article explains that EV batteries gradually lose capacity. Around 70–80% of original charge may no longer provide sufficient driving range, while remaining energy may still be useful for stationary applications.

Name three possible second-life applications:

1. _____ 2. _____ 3. _____

3. Vocabulary

repurpose • capacity • second life • backup • microgrid • outage • scale • liability • viability • producer responsibility

Choose five words and write a short business example for each.

1. _____ _____

2. _____ _____

3. _____ _____

4. _____ _____

5. _____ _____

4. Choose the First Market

Which customer should a second-life battery start-up target first?

Homeowners Solar + backup	**Factories** Backup + continuity
Airports Charging infrastructure	**Data centres** Energy-intensive operations

My choice: _____

Why is it better than the alternatives?

5. Business Case Questions

1. Why is this market commercially promising?

_____

2. What information would you need before investing?

_____

3. Who would pay for the solution?

_____

4. What could go wrong?

_____

5. How would you build customer trust?

_____

6. Who should be legally responsible?

_____

6. Functional Language

Commercial potential
“The most promising application appears to be ___ because ___.”
“The business case is attractive if the company can control ___.”

Risk and uncertainty
“The main risk is that ___.”
“Before scaling the project, the company would need to verify ___.”
“There is a trade-off between lower cost and greater safety assurance.”

Pilot projects
“I would begin with a small pilot involving ___.”
“The pilot should test safety, reliability, remaining capacity and total cost.”
“If the results are positive, the company could scale the model gradually.”

7. Design Your Pilot

Customer

_____

Use case

_____

What the pilot will test

_____

Main risk

_____

Success measure

_____

8. 45-Second Executive Recommendation

Use at least five target vocabulary items. Include: recommendation + two reasons + one commercial benefit + two risks + pilot plan.

9. Final Reflection

“The most promising second-life use for EV batteries is _____ because _____, but the main barrier is _____.”

Speaking checklist

■ 5+ target vocabulary items ■ one commercial opportunity ■ two risks
■ testing/safety process ■ pilot vs. full-scale expansion ■ customer trust