

UNIT 6 TEST

1. Match the items 1 to 4 to their meanings A to D.

1. Take to the streets
2. Ground to a halt
3. Global initiative
4. Industrial action

- A. a worldwide plan
- B. to stop operating
- C. a strike
- D. to protest

2. Put the phrases below into the right word order.

- a. a / shop / closed / enforce
- b. conditions / pay / and / negotiate
- c. take / action / industrial
- d. interests / after / look / employees'
- e. wage / involved / be / in / negotiations
- f. agreement / collective / discuss / a
- g. offer / put / a / counter- / forward

3. Complete the questions by using the correct words to complete the spaces.

counter • behind • freeze • tactics • fail • rumours • agreement

- 1 What's _____ the union's rejection of the pay deal?
- 2 What exactly was Jason's _____ -argument?
- 3 Why did the union representatives and their members _____ to reach _____?
- 4 Why did they _____ the salaries of white-collar staff two years ago?
- 5 What are the _____ going around the plant?
- 6 Why have Klaus and Jason got to plan their _____?

4. Which phrase in each pair matches the definition, A or B?

TO REJECT A PROPOSAL OR SUGGESTION

a to make a counter-offer

b to fail to reach agreement

A RESPONSE TO ANOTHER SUGGESTION

a a counter-argument

b a negotiation

WORKERS ON THE PRODUCTION LINE

a blue-collar workers

b white-collar workers

THE PLACE WHERE THE GOODS ARE PRODUCED

a the plant

b the shop floor

A GENERAL FALL IN ORDERS ACROSS MANY
BUSINESS SECTORS

a when productivity is down

b an economic downturn

TO STOP PAY FOR A CERTAIN PERIOD

a to freeze salaries

b to negotiate a new pay deal

5. Word families: Complete the following sentences with words related to the key words.

NEGOTIATE

1 Jason Hughes has an excellent record as a first-class _____

2 The offer we made to the union was not _____

3 The next _____ on pay and conditions takes place on 1 September.

CONSULT

4 We use a very experienced _____ from a firm of industrial mediators when we have a tough problem with the union.

5 Our joint _____ committee meets twice a year.

6 _____ with the union can be difficult at the best of times!

6. Match the phrases to their correct meanings.

TO PUT YOUR CARDS ON THE TABLE

TO WORKOUT A SOLUTION

TO POST SOMETHING ON THE NOTICE BOARD

TO FACE CLOSURE

TO REJECT THE OFFER

TO THREATEN INDUSTRIAL ACTION

TO CONTAIN COSTS

TO REACH A COMPROMISE

A. to solve by reasoning

B. to refuse a suggestion

C. to hold expenses within a fixed limit

D. to say you intend to strike

E. to confront the consequences of shutting down

F. to agree to meet in the middle

G. to declare one's position

H. to display information for everyone in the company