

**Part 8**

Read the article below containing five managers' advice about asking for a pay rise.  
For questions 47-56, choose the correct manager.  
The managers may be chosen more than once.

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**Which manager gives the following advice about getting a pay rise?**

Take the company's current financial situation into account before making your request. **47**

Demonstrate how increasing your pay will be cost-effective for the company. **48**

Be brief when outlining your achievements to your boss. **49**

Be prepared to consider an alternative to an increase in salary. **50**

Use evidence from others to support claims about your performance. **51**

Ensure your boss is able to argue your case to higher authorities. **52**

Be patient and show a willingness to wait if necessary. **53**

Bear in mind the company culture regarding salary increases. **54**

Allow your boss the opportunity to consider your request prior to your initial meeting. **55**

Avoid trying to draw on sympathy when appealing to your boss. **56**