

## 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.

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

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Be brief when outlining your achievements to your boss.

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

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Use evidence from others to support claims about your performance.

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

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Be patient and show a willingness to wait if necessary.

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Bear in mind the company culture regarding salary increases.

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

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

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