

Lesson 2C

HOW TO ... | compare and evaluate ideas
 VOCABULARY | business; work benefits
 PRONUNCIATION | intonation when comparing

VOCABULARY

business

1 Choose the correct words to complete the text.

During difficult economic times, companies may find that their sales suffer and so they need to introduce ¹initiatives / ²profitability which reduce costs in order to increase ³efficiency / ⁴bankruptcy across all departments. This helps them to maintain their ⁵competitiveness / ⁶turnover within the market and reduce the risk of them ending up in ⁷bankruptcy / ⁸profitability. However, a reduction in spending can have a negative effect on staff ⁹profitability / ¹⁰productivity. Often, a ¹¹cutback / ¹²turnover in staffing means fewer people are there to do the same quantity of work. This means that the remaining staff become more stressed and the amount of work each staff member does may actually fall.

work benefits

2 Complete the conversation using words from the box.

There are two extra words.

bonus financial health mentor
pension perks scheme tuition

A: Will you apply for that sales position?

B: Yeah. The company offers lots of job ¹_____.

A: Such as?

B: Well, ²_____ incentives to work hard, like a ³_____ scheme if you hit your targets.

A: OK. But you haven't worked in sales before.

B: But there's ⁴_____ assistance, to help you learn and a ⁵_____ programme which would mean I'd have someone helping me at the start.

How to ...

compare and evaluate ideas

3A 2.05 | Listen to three people talking about job perks.

Match each person (1–3) with the perk they value the most.

a regular pay rises c flexible working hours
b extra time off

B 2.05 | Complete the sentences with the phrases in the box. Listen again and check.

a waste of time every bit as important
infinitely more appealing invaluable for
nowhere near as important as

1 Money is _____ having a good quality of life.
2 Being able to do the things I want is _____ to me than just earning more money.
3 My family is _____ to me as my career.
4 Flexible working hours are _____ managing work and home commitments.
5 I think focusing too much on the future is _____ for me, as I'm only in my twenties.

PRONUNCIATION

4A 2.06 | intonation when comparing | Listen to what six speakers say about different aspects of work. Choose the word they stress the most.

- 1 It's way better to work in a team than on your own.
- 2 The job is nothing like as interesting as I'd hoped.
- 3 His bonus is almost as much as his salary!
- 4 This new job is significantly more senior than my old one.
- 5 My new manager is slightly more flexible than my previous one.
- 6 We're just as busy as we were last year.

B 2.06 | Listen again and repeat the sentences in Ex 4A.

SPEAKING

5A Complete the conversation with the words in the box.

as bit invaluable near way

A: Are you going to accept the job offer?

B: I think so.

A: Great. Is the salary good?

B: Well, I can't say it's ¹_____ more than I'm getting now. It's almost the same. But there are other things about it that are ²_____ important to me as a high salary.

A: Like what?

B: Well, the workplace is close to home. That's ³_____ for me because I don't have a car.

A: But will it be interesting and challenging?

B: No, unfortunately it'll be nowhere ⁴_____ as interesting as the job I'm doing now. But the hours are shorter. To be honest, free time is much more important to me than any job!

A: And what about the people who work there?

B: Oh, they seem great. And getting on with colleagues is every ⁵_____ as important as the actual work I do.

A: I agree with you there.

B 2.07 | Listen and check.

C 2.08 | You are B in Ex 5A. Listen and speak after the beep. Record the conversation if you can.

D Listen to your recording and compare it with Ex 5A.