COURSE 5th. Business RESULT 2(2). SURNAME NAME GROUP

Task 1. Listen to the audio and decide if the statements TRUE or FALSE.

1. Claudia's sales territory covers only Germany.
2. Claudia is provided with a BlackBerry, a laptop, and a company car due to her frequent travel.
3. Claudia receives a fixed monthly salary without any commission.
4. Peter gives the reward vouchers he earns in the sales competition to someone on his sales team.
5. Peter believes that monthly prizes for managers are more motivating than annual special trips.
6. Peter's special trip last year was a week in Europe.
7. Macie enjoys exciting and varied travel experiences in her job.
8. Macie and her family benefit from reduced fares when using the airline due to the staff discount.
9. The salary for Macie's job is considered above average.
10. Senior management personally thanks employees when they meet their targets.

TASK 2. MATCH THE WORDS WITH THE DEFINITIONS.

1. non-contributory pension plan	**a)** a program or plan that offers rewards or bonuses to employees for meeting certain goals or targets.
2. incentive scheme	**b)** recognized, accepted, or admitted as true or existing.
3. compensation plan	**c)** to feel appreciated, respected, and important within a group or organization.
4. acknowledged	**d)** a program where employees receive a portion of the profits made by their company.
5. staff discount	**e)** a system of payment and benefits offered by an employer to their employees in exchange for their work.
6. satisfaction	**f)** a retirement savings plan where the employer makes all contributions without requiring any contribution from the employee.
7. profit-sharing scheme	**g)** to get involved in a situation in order to try and change or improve it.
8. intervene	**h)** a reduced price given to employees when purchasing goods or services from their own company.
9. subsidiary	**i)** the feeling of contentment or fulfillment from achieving something or having one's needs met.
10. feel valued	**j)** a company that is owned or controlled by another larger company.

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TASK 3. MATCH THE WORDS TO CREATE COLLOCATIONS.

1. attendance	a) scheme
2. non-contributory pension	b) reward
3. incentive	c) discount
4. private medical	d) plan
5. annual	e) insurance
6. staff	f) bonus

Task 4. FILL IN THE GAPS WITH THE MOST SUITABLE WORDS FROM THE BOX.

• Satisfaction
• Acknowledged • Feel valued • Incentive scheme
• Compensation plan • Recognition programs
• Staff discount • Non-contributory pension plan
• Profit-sharing scheme • Subsidiary • Intervene

1. The company offers a _____ plan to all employees as part of their benefits package.

2 To motivate employees, the manager created an _____ with rewards for meeting and exceeding targets.

3 Our _____ includes bonuses and commission in addition to base salary.

4 The team's hard work was _____ by upper management during the annual meeting.

5 As a perk of working at the company, staff members receive a generous _____ on all products.

6 Employee _____ is a top priority, and the HR department regularly conducts surveys to gather feedback.

7 The _____ scheme allows employees to have a share in the company's success.

LIVEWORKSHEETS

8 If any issues arise, the HR department will _____ promptly to find a solution.

9 The _____company follows the same employee motivation strategies as its parent company.

10 Our company values each employee and wants them to _____ through fair compensation and _____ recognition programs.

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