

Name: _____

Business
Result

UNITS 13 14 & 15

Listening

6  02 Watch the interview and number slides A-D in the order you see them.

A _____



B _____

- Comprehensive training package
- Bonus
- Subsidised dining
- 4 to 6 weeks holiday
- 6 months paid leave after 25 years' service

C _____

- John Lewis Partnership 1950
- 32 department stores
- 250 Waitrose supermarkets
- 1 production unit
- 4,000-acre farm


D _____



+ Salary + % Bonus

7 Match titles 1-4 to the slides in 6.

- | | |
|--------------------------------|---|
| 1 Company background _____ | 3 The Partner/Customer/Profit Cycle _____ |
| 2 Sharing in the profits _____ | 4 Partner benefits _____ |

8  02 Watch the video again. Answer the questions with *Yes*, *No* or *Don't know* (if the information isn't in the video).

- 1 Does the John Lewis Partnership only sell food? No
- 2 Are all John Lewis employees the partners of the company? _____
- 3 Is a bonus calculated as a percentage of employees' pay? _____
- 4 Does the company have external shareholders? _____
- 5 Is the partnership's annual profit very high? _____
- 6 Does the Horizon's training take a long time? _____
- 7 Do benefits increase the longer you are a partner? _____
- 8 Is pay the most important part of a partner's development? _____

use of language

1. Complete the next sentences correctly with the words of the box.

water shortage / on time / save time / ran out of / anual appraisal / threats
take a step back / meet deadlines / demand for / improve performance

1. Due to technological development, you can _____ and money.
2. I took a month's holiday this year. It helped me to take a _____ from my job.
3. People in developed countries are having serious _____ to their health because of pollution.
4. Employees set their goals as part of their _____.
5. There have been many problems related to _____ in our neighborhood,
6. If the company wants to _____ everybody needs to work hard and improve the performance.
7. They haven't been able to print the reports, they _____ ink.
8. In our annual appraisal, we discuss things to _____ our _____ and decrease errors.
9. I always manage my schedule to finish my assignments _____ so I don't have a problem.
10. The _____ new technological devices has increased significantly during the last year.

2. Match 1-10 to a-j to make complete sentences.

- | | |
|-------------------------------|---|
| 1 We have an issue ____ | a be possible. |
| 2 Basically, ____ | b pay the extra cost? |
| 3 Would it be OK ____ | c with delivery. |
| 4 Yes, that might ____ | d we've got a lorry drivers' strike. |
| 5 What if ____ | e get the parts to the factory in time. |
| 6 Could you ____ | f be acceptable. |
| 7 I think we ____ | g we transported them by train to the border? |
| 8 That would allow us to ____ | h send a lorry to pick them up? |
| 9 Would you agree to ____ | i if we sent them by train? |
| 10 Sorry, that wouldn't ____ | j could do that. |

- 2 Aleksander is giving Natalia advice about writing a good curriculum vitae. Complete the email with *must*, *mustn't*, *should*, *shouldn't* or *could*.



Dear Natalia,

You asked for help with writing your CV. Here are some ideas to help you.

Obviously, you ¹ mustn't forget your contact details (address, phone, etc.) and you ² _____ include your education, work experience and skills. You ³ _____ add a photograph if you want, but it's not absolutely necessary.

It's a good idea to keep your CV quite short, so you ⁴ _____ write more than two pages. I think you ⁵ _____ also write short sentences, and use verbs with impact, such as, 'achieved my goals', 'improved my performance', etc.

And when you're describing your experience, don't forget that you ⁵ _____ start with your most recent job first.

Finally, you really ⁷ _____ check that you haven't made any spelling or grammar mistakes – and most importantly, you ⁸ _____ lie! At an interview, an employer can easily find out that you haven't told the truth.

Hope this is useful.

Best wishes,

Aleksander

2 Choose the correct words in *italics* to complete sentences 1–10. Sometimes you need a first conditional form, sometimes a second conditional.

- 1 I *would* / ~~*will*~~ travel around the world if I *has* / *had* enough money.
- 2 What part of your job *do* / *would* you delegate if you *had* / *would have* an assistant to help you?
- 3 If they *need* / *will need* more help, they 'd / 'll call me.
- 4 If you *were* / *would be* me, *were* / *would* you sign the contract?
- 5 If we *would give* / *gave* them more money, they *worked* / *might work* during their holiday.
- 6 We 'll *finish* / *finished* on time if the electrician *works* / *would work* faster.
- 7 He *wouldn't* / *didn't* work late if you *wouldn't pay* / *didn't pay* him so well.
- 8 *Would* / *Will* we receive the goods tomorrow if you *send* / *would send* them today?
- 9 If I *know* / *knew* the answer, I 'd *tell* / *told* you immediately.
- 10 If I *don't* / *didn't* finish this report today, my boss *was* / *will be* very angry.

I. Complete the conversation correctly. Choose a or b.

Manager: Good morning, everyone. Let's discuss the new project proposal. Anna, could you start by giving us an overview of the project?

Anna: Sure. _____ (1) developing a new mobile application aimed at improving customer engagement. _____ (2), we believe this will increase our customer satisfaction and retention rates.

John: _____ (3). What are the main features of this application?

Anna: The main features include a user-friendly interface, personalized notifications, and a rewards program. _____ (4), we want to make the user experience as seamless and engaging as possible.

Sarah: _____ (5). However, _____ (6) the personalized notifications. They could be seen as intrusive by some users.

Anna: _____ (7) look at the data we gathered from our focus groups. Most participants responded positively to personalized notifications.

Manager: _____ (8), Sarah. We need to ensure we address any potential issues. Anna, can you add an option for users to control the frequency of notifications?

Anna: Yes, we can add that feature. _____ (9) it will be ready by the initial launch date, but we'll work on it.

John: That sounds reasonable. _____ (10) we need to address regarding the budget. Do we have enough funds allocated for the entire project?

Manager: _____ (11) the exact figures, but we need to review the budget allocation closely. _____ (12), this project has a lot of potential, but we must manage our resources carefully.

1 a) Thank you for that question
b) You'd like to add

2. a) Overall
b) That's a great idea

3. a) That's a great idea
b) I suggest you

4. a) Basically
b) That's an interesting point

5. a) That's an interesting point
b) Thank you for that question

6. a) I'm not sure about
b) I can't guarantee

7 a) You'd like to add
b) I suggest you

8. a) Thank you for that question
b) There's a problem

9. a) I can't guarantee
b) Overall

10. a) There's a problem
b) That's a great idea

11. a) I'm not sure about
b) Thank you for that question

12. a) Overall
b) You'd like to add

!. Complete the sentences using the correct connector *therefore*, *however*, *in addition*.

1 The team has completed the project ahead of schedule. _____, they will receive a bonus for their hard work.

2. The new software update has several new features. _____, it has fixed many of the bugs reported by users.

3. Sales have been steadily increasing over the last quarter. _____, we should consider expanding our marketing efforts to capitalize on this momentum.

4. The proposal was well-received by the board. _____, there were some concerns about the budget that need to be addressed.

5. Our company has opened new branches in three cities. _____, we have hired additional staff to manage the increased workload.