

## SPEAKING FOCUS

# Verbs

to lead, led, led

to advertise, advertised

to quit, quit, quit

## Vocabulary

obstacle

personnel

consumption

excellence

organization

outstanding

power

committed

prestige

persistence

determination

share holder

attitude

strategy



## Expressions

team player

goal-oriented

career leader

back to square one



## Grammar

**I had noticed** his determination before we officially met.

**She had visualized** the obstacles before she opened the business.

**He has gained** enough prestige.

**She has achieved** outstanding results.

**They have launched** a great campaign.

**He hasn't come up** with a new strategy.

**He had finished** the speech when I arrived.

**We have been discussing** new strategies.

All **personnel have been coming** up with new ideas.

**He has been negotiating** our shares for a higher price.



Secrets of success

Good leaders lead through persuasion, not intimidation.

She was ready **to lead** an orchestra.

His education will **lead** him to a great career.

What's the best way to **advertise** a product?

What's your opinion on online **advertising**?

He **quit** after arguing with his boss.

**If I were** you, I **wouldn't quit** school.

He has always had a positive **attitude**.

She's always been an **outstanding** student.

Who has the **power** to do that?

Do they believe in **goal setting**?

Ethanol **consumption** has increased a lot.

**Determination** is a must for a successful career.



**They've been working** on a plan of action.

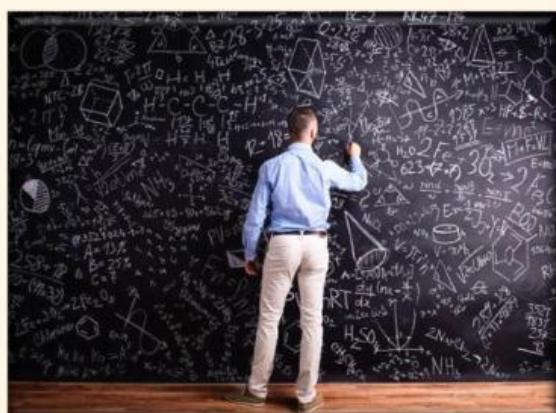
**They've been assisting** us.

**She has been given** a new assignment.

**People have lost** respect for each other.

**He had already put** the plan into practice.

**We had talked** about it over and over again.



Express Yourself

For here or to go?



## SPEAKING FOCUS

### 01. Answer the questions.

- a. What had the organization done before encountering the obstacle?
- b. How had the career leader's goal-oriented strategy impacted the shareholders?
- c. Why had the team player quit before they achieved their goals?
- d. What did the company advertise to increase its power and prestige?
- e. How had the personnel shown their persistence in overcoming challenges?

### 02. Translate the sentences into English.

- a. O líder de carreira havia liderado a organização com determinação.
- b. A empresa havia anunciado sua nova estratégia orientada para metas.
- c. Eles desistiram e voltaram à estaca zero.
- d. Os acionistas ficaram impressionados com a persistência do pessoal.
- e. O jogador de equipe sempre teve uma atitude orientada para objetivos.

### 03. Choose the Correct Answer

A. The organization had \_\_\_\_\_ the new strategy before implementing it.

- a) lead
- b) led
- c) leading

B. She had \_\_\_\_\_ the event well before the tickets sold out.

- a) advertised
- b) advertise
- c) advertising

#### SPEAKING FOCUS

**C.** The team player had \_\_\_\_\_ the project when they faced the first obstacle.

- a) quits
- b) quitted
- c) quit

**D.** The personnel had \_\_\_\_\_ their persistence to overcome the challenge.

- a) showed
- b) showing
- c) show

**E.** The shareholders had \_\_\_\_\_ impressed by the company's new strategy.

- a) been
- b) being
- c) be

#### 04. Text & Quizzes

The organization had faced many obstacles over the years, but it was their goal-oriented strategy and determination that had led them to success. The career leader had led the personnel with outstanding persistence, making sure that every team player understood the importance of goal setting. Before the company advertised its new strategy, the shareholders had been hesitant.

However, after seeing the commitment to excellence and the results of the goal-oriented approach, they became more confident in the organization's power and prestige. Unfortunately, one key team player had quit just before they achieved their biggest milestone, leaving them temporarily back to square one.

Despite this setback, the personnel's persistence had ensured that the organization continued to move forward.

**1.** What had the organization faced over the years?

- a) A lack of resources
- b) Many obstacles
- c) Frequent changes in leadership
- d) A decrease in shareholder confidence

## SPEAKING FOCUS

**2. Who had led the personnel with outstanding persistence?**

- a) The shareholders
- b) A key team player
- c) The career leader
- d) The organization's CEO

**3. What had the shareholders been before the company advertised its new strategy?**

- a) Supportive
- b) Confident
- c) Hesitant
- d) Enthusiastic

**4. What caused the organization to go back to square one temporarily?**

- a) A significant financial loss
- b) The failure of their advertising campaign
- c) The departure of a key team player
- d) A sudden change in market conditions

**5. How did the personnel's persistence affect the organization after the setback?**

- a) It led to a complete reorganization of the company.
- b) It ensured that the organization continued to move forward.
- c) It caused a delay in reaching their goals.
- d) It resulted in a loss of confidence among shareholders.