Part 1
Vocabulary

Circle the best answer to complete each sentence.

1. Statistically, there is a high incidence of ____ minorities from various cultures who own franchises.
   A) restrained
   B) ethnic
   C) rational
   D) adequate

2. Instead of going to college after high school, some people take a less traditional ____ and work in a restaurant franchise.
   A) regime
   B) route
   C) sum
   D) grant

3. When you purchase a franchise, you are ____ the right to use a name and sell products or services.
   A) acquired
   B) routed
   C) preceded
   D) granted

4. It's important to make ____ decisions when starting a business, but it also should be a business you feel passionate about.
   A) adequate
   B) rational
   C) reversal
   D) collapsible

5. Successful business owners follow a strict ____ that includes regular employee training and retraining.
   A) regime
   B) restraint
   C) sum
   D) grant

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6. Sometimes it makes sense to pay for a franchise in one lump ___; other times it's better to borrow from the bank and make payments.
   A) publication
   B) reversal
   C) grant
   D) sum

Circle the correct word form to complete each sentence.

7. The money wasn't ___ to buy the franchise.
   A) adequate
   B) adequately
   C) inadequately
   D) adequacy

8. In my opinion, he's too shy and ___ to run a successful restaurant franchise.
   A) restrained
   B) restrain
   C) restraint
   D) unrestrained

9. The decision was ___; they simply couldn't change it.
   A) reversal
   B) reverse
   C) reversible
   D) irreversible

10. She's just opened a shop selling ___ bikes.
   A) collapse
   B) collapses
   C) collapsed
   D) collapsible

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Use five of the words in the box to complete the sentences.

acquiring	collapse	ethnic	grant
nuclear	precede	publications	regimes
routing	restraint	rational	sum

11. Many people don't realize that _____ power can occur in space; it's not only on Earth.

12. There are a number of helpful _____ for franchise owners that give advice on how to grow your business.

13. When _____ a franchise business, it's a mistake to rely solely on the franchise name and products or services.

14. Careful analysis must _____ any franchise purchase.

15. Even businesses with _____ business plans collapse if the location isn't right.

Part 2
Listening

Listen to the lecture. Circle the best answer to complete each sentence.

16. The speaker is talking about ____.
    A) how to buy a franchise
    B) doing good deeds for others
    C) successful businesspeople
    D) how to make a billion dollars

17. When you pay it forward, to pay back a kind act done to you, you ____.
    A) do something good for that person
    B) stop the good-deed chain
    C) get a grant for college tuition
    D) do something good for someone else

18. A man in California started off a ____ chain.
    A) coffee-buying
    B) kidney-donation
    C) claim-check
    D) parking-meter

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19. The guest speaker suggests more ____ should pay it forward.
    A) people in the community
    B) students
    C) small businesses
    D) colleges

Listen to the interview again. As you listen, complete the T-chart with the correct word or phrase.

Tips	Persuasive language
1. Think about giving when you (20.) _____ your business.	Giving money or time at the start of your business is a (21.) _____.
2. Improve your community.	This is an (22.) _____ to improve your employees' lives as well.
3. Remember your roots.	Don't (23.) _____ to honor your past slip by.
4. You will (24.) _____ want to involve your team.	Getting your employees involved in giving is (25.) _____.

Read the sentences about facilitating a group discussion. Choose the best phrase to complete the sentence. Circle the best answer.

26. That's a very interesting point, but ____?
    A) would you like to add anything
    B) can we get back on topic
    C) how would you respond
    D) what do you think about it

27. I can see your point. Would ____?
    A) you respond
    B) anyone else like to chime in
    C) you think about it
    D) you get back on topic

28. Thanks, Michaela. Roger, ____ about hiring incentives?
    A) can we get back on track
    B) how would you respond
    C) would anyone else like to add something
    D) what do you think

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29. ____ insurance for small businesses.
A) Let's get back on
B) Please add
C) Remember, we were discussing
D) Please respond to

30. Thank you, Sarah. Would you ____, Marcus?
A) like to add something
B) respond
C) think about it
D) keep the discussion on track

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