

**A**  CD2.43 Complete the table with appropriate forms of words from part one.


| verb (infinitive)  | noun (singular)   |
|--------------------|---|
| ..... <sup>1</sup> | influence <sup>1</sup>                                  |
| manage             | ..... <sup>2</sup> (person), ..... <sup>3</sup> (thing) |
| pioneer            | ..... <sup>4</sup>                                      |
| emphasise          | ..... <sup>5</sup>                                      |
| control            | ..... <sup>6</sup>                                      |
| profit             | ..... <sup>7</sup>                                      |
| retail             | ..... <sup>8</sup>                                      |

**B** Match the nouns above (1–8) to their meanings (a–h).

- a person or organisation that is the first to do something
- selling to consumers rather than to other businesses
- power to change other people's opinions, behaviour, etc.
- the way organisations are structured, employees told what to do, etc.
- the importance given to something in relation to something else
- when you get more money from sales than you have spent
- someone who tells employees what to do
- the power to make decisions about how an organisation works

**C**  CD2.44 Complete these statements with expressions from part two.

- The attitudes and beliefs that guide someone's behaviour together form their *ph*.....
- Someone who starts a business is its *f*.....
- Something that is real is *g*.....
- Subjects, problems, etc. that are discussed are *i*.....
- Moral ideas that guide your behaviour are your *pr*.....
- Another word for 'help' is *a*.....
- If you believe something strongly, you believe it *f*.....
- Large amounts of money are *s*..... *s*.....

**D**  CD2.45 Listen to part three. Match the issues (1–6) with the imaginary comments (a–f) made by employees working under one of the three managers mentioned.

- |                           |  |
|---------------------------|--|
| 1 communication           | a) 'He never shouts at people.'                                    |
| 2 involvement             | b) 'When she says something, it's always so clear what she means!' |
| 3 availability/visibility | c) 'He's a real hands-on type of manager.'                         |
| 4 commitment              | d) 'I think he will always do the best thing for all of us.'       |
| 5 respect/consideration   | e) 'The door to her office is always open.'                        |
| 6 trust                   | f) 'I want to see my boss more often.'                             |