SPEAKING FOCUS

Verbs

to deal, dealt, dealt to handle, handled to negotiate, negotiated

Vocabulary

hierarchy
standard
deadline
enthusiastic
qualitative
intuition
prospective



bankruptcy
dynamics
knowledgeable
definite
fulfillment
acceptance
crisis



Expressions

fringe benefits
net wages
gross wages

action-oriented
job hunting



Grammar

He asked us to **stop taking** care of it.
They must **stop** their tasks now **to come** to the meeting.
I **remember checking** his background information.
I **remembered to check** his background information.
Let's **try asking** our manager for a solution.
He **tried to open** the window, but it was jammed.
Handling problems efficiently makes her a good employee.
Not **taking** responsibility for his mistakes makes him look bad to the department.
Following office politics is a must here.
Being a team player is important.



Secrets of success

If you don't find pleasure in what you do, you will never find happiness.

LIVEWORKSHEETS

SPEAKING FOCUS

Input

Do you think he can **handle** this situation?

She **handled** it perfectly.

Dealing with people is essential for success.

Who is going to **deal** with them?

You should **negotiate** a better price for the car.

They refused to **negotiate on** the proposal.

Haven't you received an **acceptance** letter?

Leaders see things from a different **perspective**.

They have raised their **standards**.

The group is very **enthusiastic** about the show.

Leaders must have a sense of **intuition**.

Some markets are facing a **crisis** this year.

My job gives me a great sense of **fulfillment**.



Buying a new car is her goal now.

Going through this experience helped him grow.

Planning a wedding is a lot of fun.

I don't **remember turning** my computer off.

I **remember to write** in my journal every morning.

Why don't you **try relaxing** a little bit?

She **tries to relax** a little bit after lunch every day.



Express Yourself

I appreciate it.

LIVEWORKSHEETS

SPEAKING FOCUS

01. Answer the questions.

A. How did she manage to negotiate better fringe benefits with the HR department?

B. In what ways has being action-oriented influenced his job hunting process?

C. What challenges did they face when handling discrepancies between gross wages and net wages?

D. Why did she prioritize finding a job with higher net wages over other benefits?

E. What strategies did he employ to effectively deal with multiple job offers during his job hunting process?

02. Translate the sentences into English.

A. Ela sabe lidar com situações difíceis no trabalho.

B. Ontem, nós resolvemos uma reclamação de cliente rapidamente.

C. Eles já lidaram com dados qualitativos antes, então conhecem bem o processo.

D. Tivemos que negociar com os clientes potenciais sobre o novo contrato padrão.

E. Ela negociou melhores benefícios adicionais com o departamento de RH.

LIVEWORKSHEETS

SPEAKING FOCUS

03. Choose the Correct Answer

A. What did she negotiate with the HR department?

a. Higher net wages
b. Better fringe benefits
c. A longer deadline
d. More job hunting opportunities

B. How did he handle his job hunting process?

a. Passively waiting for offers
b. Ignoring most job opportunities
c. Being action-oriented and proactive
d. Focusing only on gross wages

C. Why did they face challenges with gross and net wages?

a. They had no idea how to calculate them.
b. They didn't communicate clearly with employees.
c. They didn't offer any fringe benefits.
d. They focused only on job hunting.

D. What was her main reason for focusing on net wages during her job search?

a. She wanted to negotiate better fringe benefits.
b. She needed higher take-home pay to meet financial obligations.
c. She was only interested in the company culture.
d. She was not concerned about wages.

E. How did he deal with multiple job offers?

a. He ignored all offers and kept searching.
b. He carefully evaluated and negotiated the offers.
c. He accepted the first offer he received.
d. He focused only on fringe benefits.

04. Text & Quizzes

In today's competitive job market, employees often negotiate for better fringe benefits to complement their gross wages. For example, she was proactive in negotiating with the HR department to secure additional benefits that would enhance her overall compensation package. This action-oriented approach not only helped her improve her work situation but also addressed discrepancies between gross wages and net wages, ensuring clarity and fairness.

LIVEWORKSHEETS

SPEAKING FOCUS

Meanwhile, job seekers face various challenges during their job hunting process. He had to handle multiple offers and evaluate each one carefully. By focusing on the net wages and comparing them with the fringe benefits offered, he managed to make an informed decision. His action-oriented approach allowed him to negotiate better terms and ultimately choose the best opportunity available.

A. She negotiated for better fringe benefits to complement her gross wages.

Verdadeiro

Falso

B. The proactive approach improved her work situation and clarified discrepancies between net and gross wages.

Verdadeiro

Falso

C. He ignored the offers during his job hunting process and continued searching.

Verdadeiro

Falso

D. His focus on net wages and fringe benefits helped him make a well-informed decision.

Verdadeiro

Falso

E. The text suggests that evaluating offers was not important in the job hunting process.

Verdadeiro

Falso

LIVEWORKSHEETS