

StartUp 7
Vocabulary

Unit6 – Lesson1
Page66

To the teacher

At the end of the lesson, your students must have achieved all the targets below.
During the unit, plan your productive tasks to cover them.



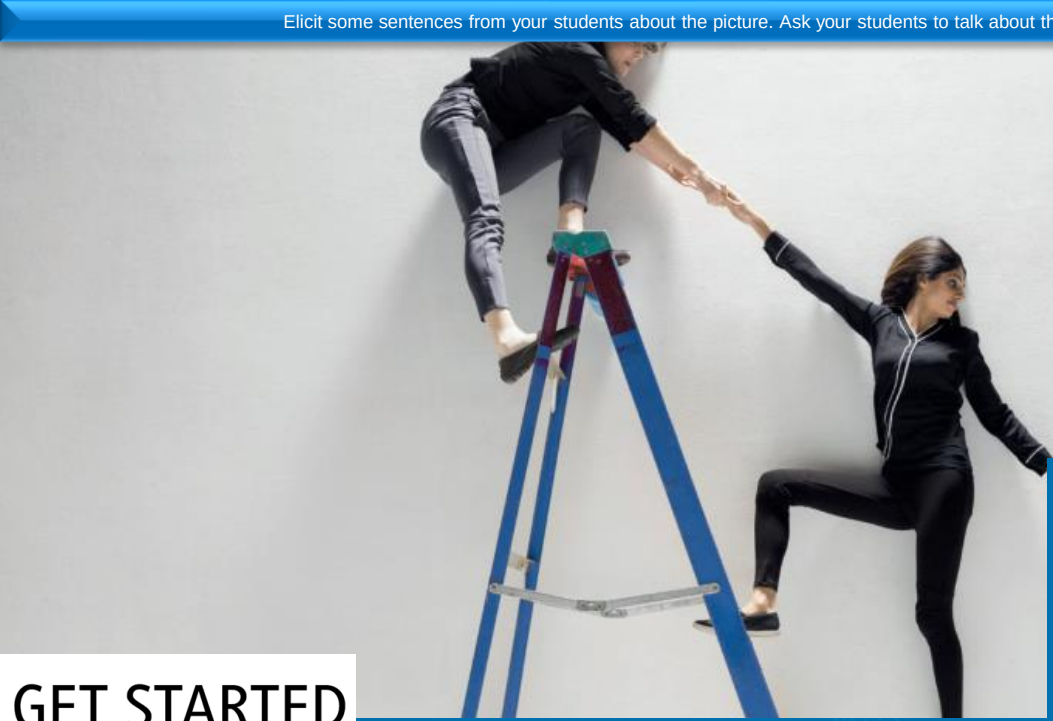
CAN I HAVE A RAISE?

LEARNING GOALS

In this unit, you

- talk about compensation
- talk about the gender pay gap
- discuss wealth inequality
- read about a job market trend
- write a compare and contrast essay

Elicit some sentences from your students about the picture. Ask your students to talk about the questions.



LEARNING GOALS

In this unit, you

- talk about starting a small business
- talk about inventions
- talk about a success story
- read about alternative foods
- write an online review

GET STARTED

A Read the unit title and learning goals. Getting paid fairly for work can be difficult to negotiate. What is the best way to assess someone's worth to do a job?

B Look at the picture. Why is a ladder often used as a symbol for progress in the workplace? In what way is this image a metaphor?

C Read Mateo's message. Should a company always improve salary and benefits if it adds responsibilities? Why or why not?



MATEO ROMERO
@MateoR

My friend's company cut staff and increased her responsibilities, but they're not offering her a better salary or benefits. Is that fair?

Have your Ss do the task for a couple of minutes. Then check the answers in class.

Match the words with the definitions.

workload - a commission - personnel - a bonus - turnover
time off - a perk - flextime - transfer - a contribution
an incentive - a merit raise

1. people who work for an organization
2. time when you do not do your usual work
3. an award given for increased productivity
4. a performance-related pay increase
5. extra money that someone is paid, separately from regular pay
6. an amount of money, in addition to the salary, for selling a product
7. money, goods, or other advantages in addition to your salary
8. some money that you give to help pay for something
9. a system in which people work a set number of hours but can change their start and finish times
10. to move someone or something from one place to another
11. the amount of work that you must do
12. the rate at which employees leave a company and are replaced

Have the Ss look at the text and nominate them to answer the questions in class.



MATEO ROMERO

@MateoR

Bad news in my inbox today. 😔

A Look at the company brochure. Does this sound like a place you would like to work? Why or why not?



Why consider a career at QUEST?

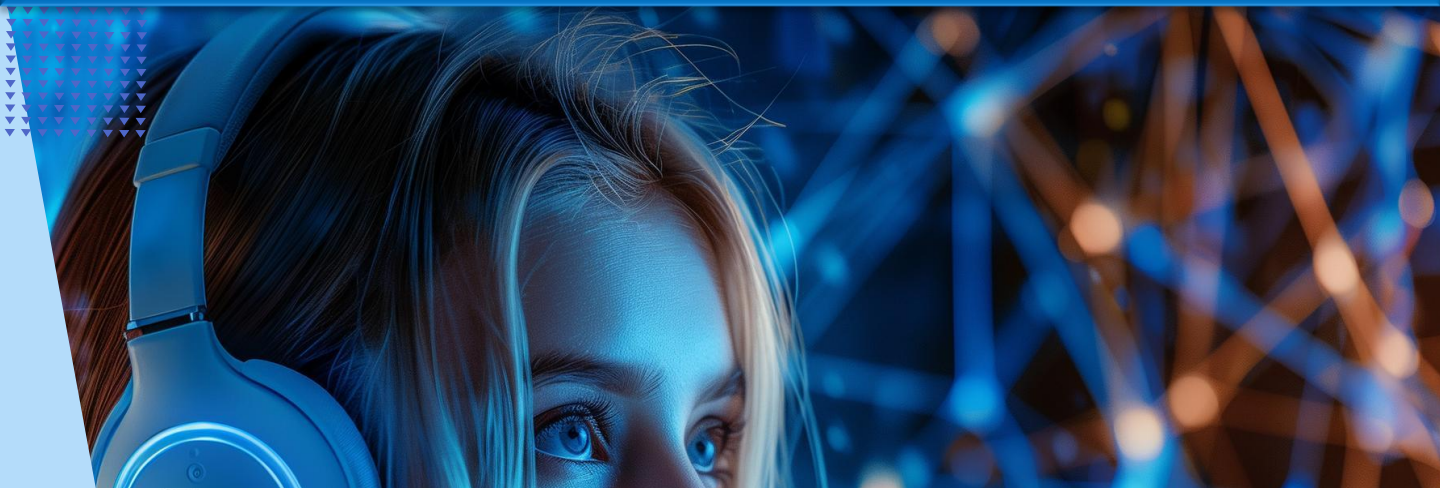
At QUEST, all of our **personnel** receive competitive wages and generous paid **time off**, as well as **incentives** such as **merit raises** and end-of-year **bonuses**. We also offer excellent **commission** rates for sales staff. **Perks** include a retirement package with a high employer **contribution**.

But QUEST employees aren't just happy on payday.

We offer **flextime** for many positions and the possibility to **transfer** to one of our hundreds of locations around the world. Our commitment to reasonable **workloads** and employee satisfaction means that we have one of the lowest **turnover** rates in the business.

Get your future started. Apply today!

Teach the challenging words to your Ss. Then play the audio to practice the pronunciation.



B ▶06-01 Read and listen. Notice the words in bold.



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VOCABULARY PRACTICE

▶06-02 Listen. Complete the sentences with the correct form of the words in the box.

personnel	time off	an incentive	a merit raise	a bonus
a commission	a perk	a contribution	flextime	transfer
workload	turnover			

1. She earns a(n) _____ on her sales.
2. His company has a lot of _____ .
3. That company has some great _____ .
4. His company offers _____ .
5. Her employer makes a 50% _____ to her retirement account.
6. He applied for a(n) _____ to the Mexico City office.
7. She gets a(n) _____ before the holidays.
8. He sees all company _____ at some point.
9. She is hoping for a(n) _____ .

Practise all the new words with your students. Ask and answer questions using the words.

Talk together

personnel - time off - an incentive - a merit raise - a bonus
a commission - a perk - a contribution - flextime - transfer
workload - turnover

Tell me a sentence with "personnel" about careers.



The company's personnel team helps workers grow in their careers.



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