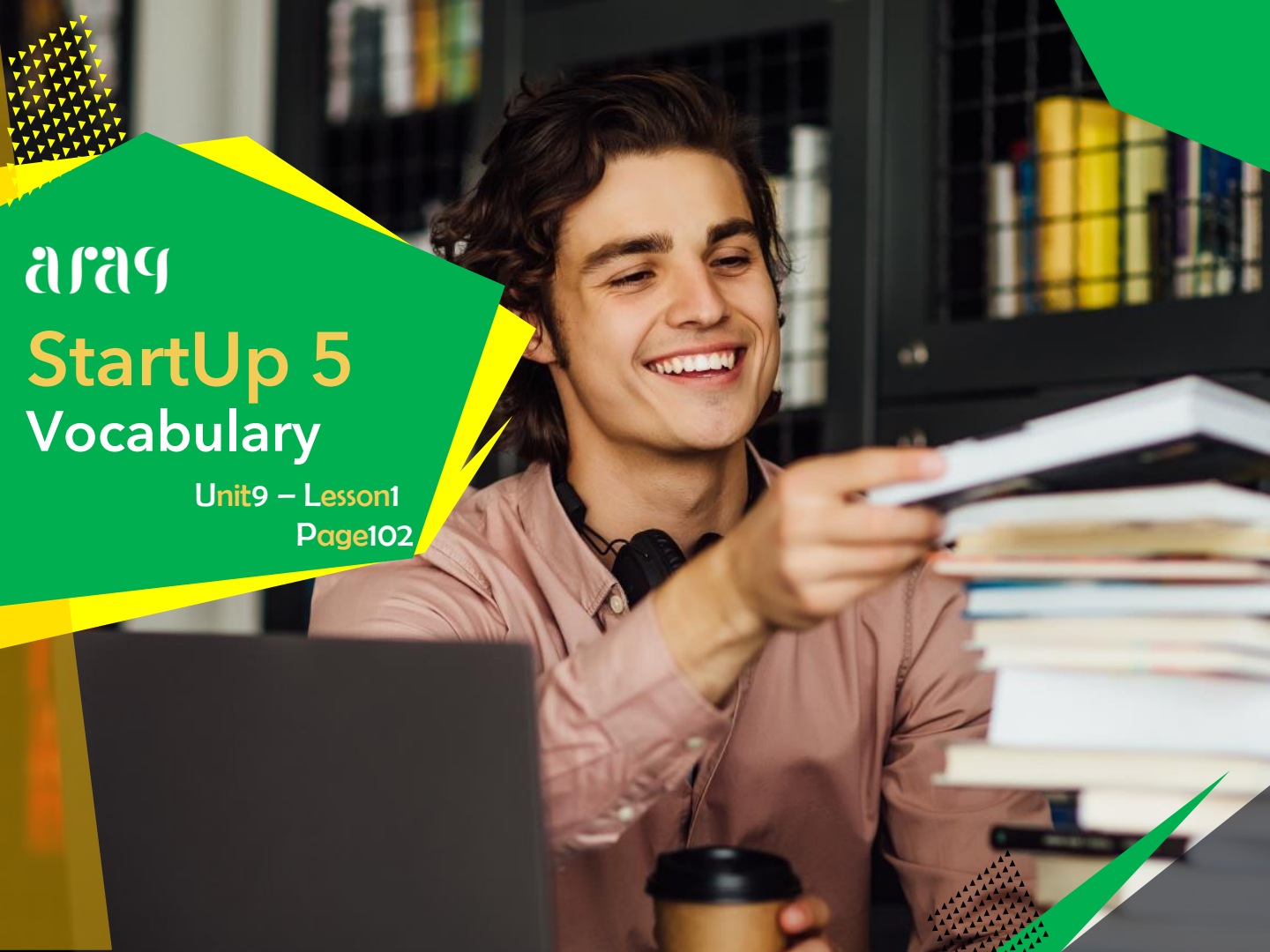


StartUp 5

Vocabulary

Unit9 – Lesson1

Page102

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.

9 ARE YOU READY TO WALK AWAY?

LEARNING GOALS

In this unit, you

- talk about a past negotiation
- negotiate a deal
- discuss negotiation skills
- read about negotiating styles
- write about a conflict

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



GET STARTED

A Look at the photo. What's going on?

B Now read Lan's message. What is different about her?



LAN PHAM

@LanP

A lot of people hate negotiating, but I enjoy it. And I'm pretty good at it!

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

CHOOSE THE CORRECT OPTION.

1. **Maintenance Staff** a) Event organizer b) Employees responsible for keeping equipment and facilities in working order
2. **Caterer** a) Security officer b) Provider of food and beverage services for events
3. **Security Officer** a) Event presenter b) Personnel responsible for ensuring the safety and security of a place or people
4. **Presenter** a) Greeter b) Person who introduces and delivers information during an event or presentation
5. **Greeter** a) Supervisor b) Person who welcomes and assists guests upon arrival
6. **Supervisor** a) Managerial staff b) Technical support team
7. **Wait Staff** a) Servers and attendants in a restaurant b) Personnel responsible for technical support
8. **Technical (Tech) Support Team** a) IT specialists b) Employees overseeing event logistics

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



LAN PHAM

@LanP

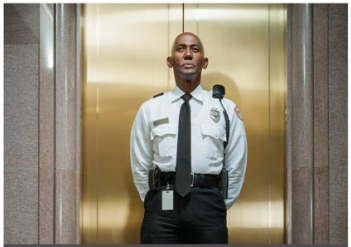
Successful negotiations are so satisfying!

1 VOCABULARY People at a conference

A 09-01 Listen. Then listen and repeat.



maintenance staff



a security officer



a greeter



wait staff



a caterer



a presenter



a supervisor



a technical (tech) support team

The job descriptions in the table are from résumés. Write the positions from the box by the descriptions.

a caterer	maintenance staff	a security officer	a tech support team
a greeter	a presenter	a supervisor	wait staff

Job Description	Position
Kept the building, employees, and visitors safe	1. _____
Helped employees with computer problems	2. _____
Served food to customers and cleared tables	3. _____
Planned and provided meals for parties and other events	4. _____
Managed a team of eight people	5. _____
Took care of and did repairs for a large apartment complex	6. _____
Spoke at several conferences to share information about new products	7. _____
Welcomed guests in a friendly way and answered their questions	8. _____

Activity

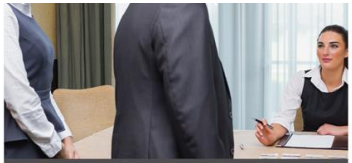
Have the Ss listen to the audio and do the task in class. Nominate the Ss for their answers.

B ▶ 09-02 Listen. Who is speaking? Circle the correct answers.

1.	a. supervisor	b. wait staff	c. tech support team
2.	a. presenter	b. caterer	c. security officer
3.	a. greeter	b. wait staff	c. maintenance staff
4.	a. supervisor	b. greeter	c. tech support team
5.	a. caterer	b. maintenance staff	c. greeter
6.	a. tech support team	b. wait staff	c. security officer
7.	a. greeter	b. maintenance staff	c. supervisor
8.	a. security officer	b. caterer	c. presenter


maintenance staff


a security officer


a greeter

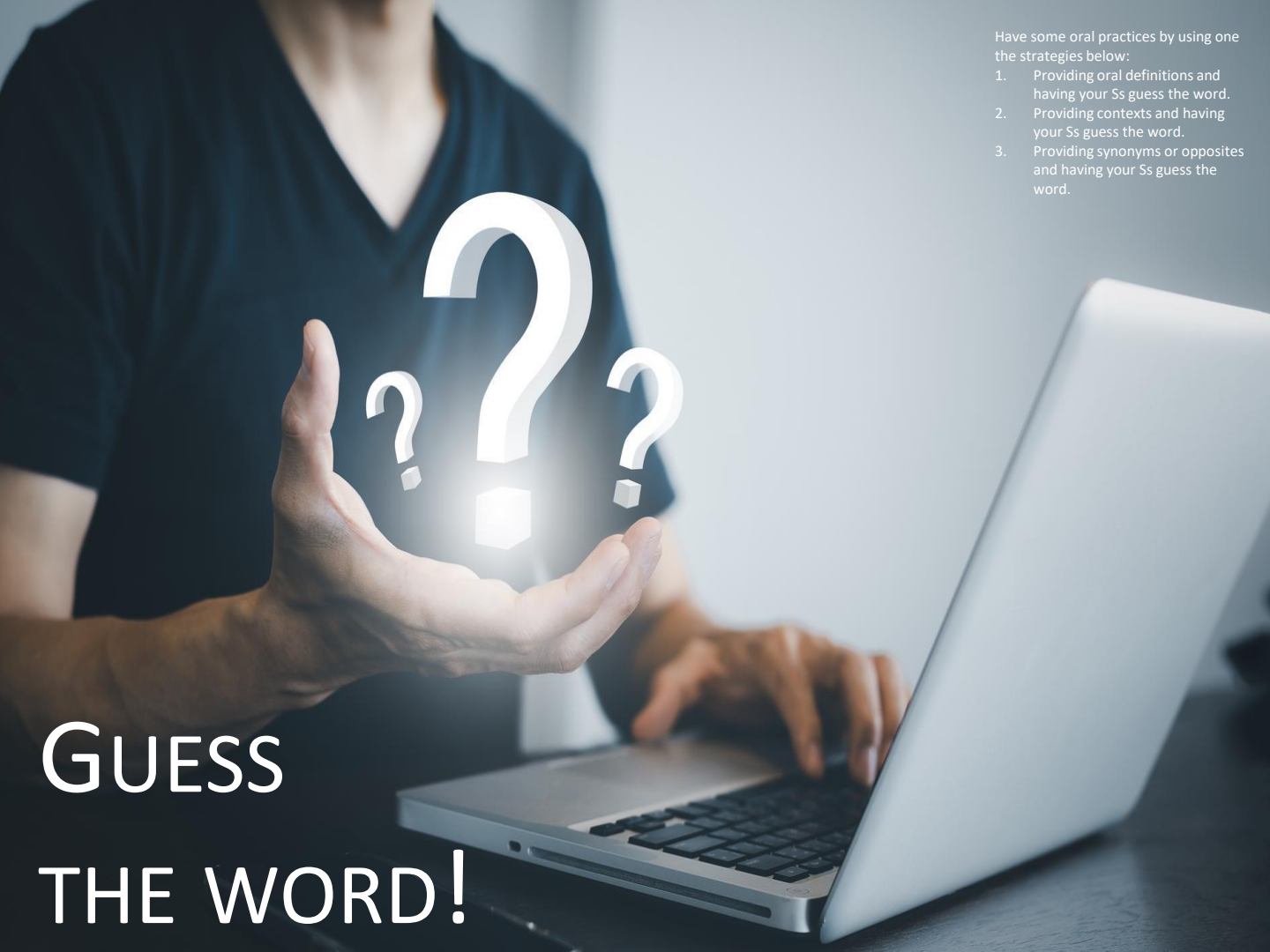

wait staff


a caterer


a presenter


a supervisor


a technical (tech) support team



Have some oral practices by using one the strategies below:

1. Providing oral definitions and having your Ss guess the word.
2. Providing contexts and having your Ss guess the word.
3. Providing synonyms or opposites and having your Ss guess the word.

GUESS THE WORD!

C **PAIRS** Discuss the jobs in 1A. Which are the most interesting? Which job would you like the most? The least?


maintenance staff


a security officer


a greeter


wait staff


a caterer


a presenter


a supervisor


a technical (tech) support team


nance staff


a security officer


a greeter


wait staff







