Whenever you are asked if you can do a job, tell 'em, "Certainly I can." Then get busy and find out how to do it. Theodore Roosevelt, US President 1901–1909

G discourse markers (1): linkers V work P the rhythm of spoken English

READING & SPEAKING

- Think about people you know who either absolutely hate or really love their jobs. What do they do? Why do they feel that way? How do you know how they feel?
- **b** The Guardian runs a weekly series called What I'm really thinking, where people in different jobs or situations reveal their true feelings. Look at the three jobs in the articles. With a partner, say which person you think said the following, and why.
 - 1 Although it is not my place to judge, I get frustrated sometimes.
 - 2 I'm aware that I'm a novelty.
 - 3 Your expressions and bodies reveal far more than you know.
- Read the articles and check. Reading between the lines, do you think on the whole they like or dislike their jobs?
- d Read the articles again and answer A, B, or C. Who...?
 - 1 implies that he / she doesn't care how people feel about his / her looks / physical appearance
 - 2 says people seem to think he / she can't see them
 - 3 uses his / her job to figure out any problems he / she might be experiencing in his / her life outside of work
 - 4 has to ask one particular question, to which it is not always easy to get the answer
 - 5 would like the opportunity to give feedback on the people he / she works with
 - 6 notices a physical change in him / herself when he / she is
 - 7 describes a moment when he / she really loves the job
 - 8 realizes he / she is a role model
 - 9 tries to empathize with the people he / she speaks to

LEXIS IN CONTEXT

e Look at the highlighted phrasal verbs and idioms and guess the meaning of the ones you don't know from the context. Then match them to the definitions 1-7.

1	defend myself
2	makes me very upset
3	PHRV move or make progress at the same
	rate as somebody / something
4	(<i>informal</i>) reasonable, acceptable
5	not understood the most
	important fact
6	IDM vitally important
7	can't think what to do or say

What I'm really thinking

A THE FEMALE BOXING COACH

Apparently, I don't look like a boxer. I get told that a lot. I've lost count of the number of times people have exclaimed, "What if you mess up your nose?" and, "What if your mess up your face?" They've missed the point: I'm not a model, so what does it matter if my nose isn't straight? And anyway, boxing means more to me than that: it's my structure and my sanity. Cheaper than therapy, that's what we say. Injuries are part of the game, but I've been lucky so far.

As the only girl who spars in my gym, I'm aware that I'm a novelty. I've always been a tomboy, though, so it doesn't bother me to train with the blokes. Some men don't like to spar with a woman, and that's fair enough. But mostly they get used to it.

When I'm not in the mood and consider giving up, I think about the children I help teach. There are a couple of young girls coming up who are really good and I want to be an example. Every time I hold my own in the ring, I challenge someone's expectations a little bit, and I'm proud of myself for that.

B THE UNIVERSITY LECTURER

I look at the 23 of you in the room—a small group this year—and wonder if you're even aware of me as I teach. Might it be that because you're not talking directly to me, you forget to adjust the expressions on your faces? Or is it that you imagine, in a crowd, you are somehow invisible? Your expressions and bodies reveal far more than you know—sneering, eye-rolling, yawning, you can barely stay awake sometimes.

Your indifference bears no relation to my hours of preparation. The university asks you to comment, anonymously, on the quality of my teaching. I would like the chance to comment on the quality of your listening. When you are really disengaged

and disconnected, I see hands reach for phones in bags. You connect, but it's usually to someone outside this room. Sometimes you even pass notes, giggle, and whisper.

Yet I also see you when you laugh at my jokes. When you are concentrating hard, I can

almost hear your minds working. Some of you take notes so intensively, fighting to keep up with my words, as if it's life or death if you miss something.

I see your faces light up when you want to say something, the eagerness to comment, to take part. You are relaxed, smiling, enjoying the moment of understanding. We connect. Now I see you and you see me.

C THE EMERGENCY OPERATOR

The hardest part of my job is also the simplest—getting the address. Often when someone calls, they go blank. Or in the case of a road accident, they don't know exactly where they are. But the most important element is the address because that's what brings the ambulance. I have to ask for it twice, which infuriates people.

It still surprises me to hear my voice during a call. It changes, becoming deeper, almost authoritative. I have to take control of the situation. I suppose that's why I wear a uniform. I have a script, but I refuse to be a robot; hearing people at their most vulnerable makes me add to it. When the caller is hysterical, telling them, "I'm going to help you" and "I know you're frightened" calms them down. But it breaks my heart when they're in pain or their loved one is dying; I have to take a "stress break" after harrowing calls.

Although it is not my place to judge, I get frustrated sometimes. The man who rang because his toothpaste was burning his mouth; the mother whose baby was afraid of a fly. Don't they realize they're taking up precious time when a life-or-death situation may be needing help? But the moment I call them time-wasters is the moment I should quit my job.



Glossary

mess up physically hurt somebody, especially by hitting them

bloke (NAmE man) an informal term to describe a man

emergency operator a professional who answers incoming calls for police, fire, and emergency assistance f Look at some extracts from other What I'm really thinking articles. Match them to the jobs in the list. What do they imply that the people (sometimes) feel about their jobs?

beauty counter mana	ger	dentist	dı	riving	instructor	
IT support worker	pizza	delivery	persor	1	taxi driver	

- 1 Sometimes what I do is painful, and I'm not a sadist.
- 2 I don't expect to chat, but sometimes my cab becomes a mobile confessional.
- 3 Men are risk-takers. They go too fast and don't like being told what to do.
- 4 I'd like some respect—people who answer the door while they're on the phone really bug me, as do the ones who take a long time to find the money.
- 5 It's a cliché, but "Did you turn it on and off again?" is the first thing that comes to my mind every single time someone calls.
- 6 I work in an industry that convinces people to part with their cash in pursuit of a perfection that does not exist. I am betraying my sisterhood.
- g Of all the jobs mentioned in the articles and extracts, which one(s)...?
 - would you never do under any circumstances
 - might you consider doing if you desperately needed the money
 - would you actually like to do

2 VOCABULARY work

a Look at three sentences from the articles and comparising words.					
	1	Every time I hold my own in the ring, I c someone's expectations a little bit, and I'm proud of myself for that.			
	2	It changes, becoming deeper, almost a			
	3	But the moment I call them time-wasters is the moment I should			

b Vp.163 Vocabulary Bank Work

qu_

my job.

c Complete sentences 1–5 with words or phrases from the list. Then write five sentences for your partner to complete with the other five words.

	apply for be fired be laid off clock out perks quit rewarding skills tedious unpaid
1	Can we leave whenever we like or do we have to at a certain time?
2	Nursing is often described as a job, even though it may be badly paid.
3	The company has decided that around 20% of its workforce will have to until the economic situation improves.
4	The only required for this position are a good level of English and the ability to drive.
5	If you are prepared to do work, there are several volunteer organizations that are looking for people.

3 SPEAKING & LISTENING

a Since 2001, the Sunday Times has been running an annual survey to find the 100 best companies to work for. Look at the criteria that they use to assess the companies and complete them with the headings.

Fair deal
Giving something back
Leadership
My-company
My manager
My team
Personal growth
Well-being

	organization they work for as opposed to the people they work with
2	: how staff feel about
	the pressures of work and the balance
	between their work and home duties
3	: how much companies
	are thought by their staff to contribute to
	the local community and society
4	: to what extent staff feel
	they are stretched and challenged by their
	job
5	: how staff feel towards
	their immediate boss
6	: how employees feel
	about the head of the company and its
	senior managers
7	: how staff feel about
	their immediate colleagues
8	: how happy the
	workforce is with their pay and benefits

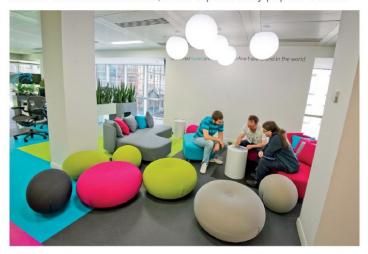
1 My company : how staff feel about the

- b Which three criteria do you think are the most important when judging a company you are thinking of working for?
- Now look at the photos and read about Skyscanner, a travel comparison website, one of the top-rated companies in the Sunday Times survey. Does it sound like a company you would like to work for? Why (not)?



Who are they?

AS A KEEN SKIER who regularly escaped to the slopes, math graduate Gareth Williams became frustrated with the tedious process of searching through a multitude of airline and travel-agency websites to find the cheapest flights. So he and two university friends set about creating a single website that could collect, collate, and compare prices for every commercial flight in the world. Launched in Edinburgh in 2001, Skyscanner, which also provides instant online comparisons for hotels and car rentals, gets more than 60 million visitors a month and now operates worldwide—it also has offices in Singapore, Beijing, Miami, and Barcelona. No organization offers as many opportunities to learn and grow as this one does, say its employees. Skyscanner perks include a paid day off to do a social activity, and home-country working, where people who aren't native to the UK can spend up to three weeks a year working in their country of origin. As the staff represent more than 35 different nationalities, this is a particularly popular benefit.











d ①1.13 Listen to an interview with a Skyscanner employee. What is her position in the company? How positive is she about the company and her job on a scale of 1–5 (5 = very positive)? What makes you think so?

Glossary PR Public Relations

- e Listen again and answer the questions.
 - 1 How long has she been at Skyscanner?
 - 2 Why did she apply for a job there?
 - 3 Where did she go the day after the interview?
 - 4 What three benefits does she mention about working for Skyscanner?
 - 5 Which benefit does she value most highly and why?
 - 6 What challenge does she say that the company faces?

LEXIS IN CONTEXT

- f 1.14 Listen to the phrases in context. What do you think the highlighted words and phrases mean?
 - 1 ...somewhere that was kind of travel-focused...
 - 2 ...it very quickly becomes the norm for someone who works here...
 - 3 ...maybe that's the plan, maybe that's the ploy that they've gone with!
 - 4 ...**it's** a very casual thing...you're in charge, you're the ... you're the one who knows your workload...
 - 5 ...so I think at some point that will be something that becomes more of an issue...I'm pretty confident that Skyscanner will be able to tackle that...
- g What do you think of Skyscanner after listening to the interview? Are you more or less attracted to working there?

4 GRAMMAR discourse markers (1): linkers

...it very quickly becomes the norm for someone who works here, all these amazing benefits we have, _____ when you talk to someone else in another company, you suddenly think "Wow, we're so lucky."

- a Look at the extract from the interview. What do you think the missing word is? What kind of clause does it introduce?
- **b** With a partner, put two linkers from the list into each column.

as consequently despite due to even though in order to so as to therefore

a result	a reason	a purpose	a contrast
so	because	to	but

- c **G** p.143 **Grammar Bank 1B** Learn more about linkers, and practice them.
- **5 PRONUNCIATION** the rhythm of spoken English
 - Fine-tuning your pronunciation: the rhythm of English
 In spoken English, words with two or more syllables have one
 main stressed syllable. In sentences, some words have stronger
 stress and other words are weaker. This pattern of strong and
 weak stress gives English its rhythm. Stressed words in a
 sentence are usually content words, e.g., nouns, verbs,
 adjectives, and adverbs. Unstressed words tend to be function
 words and include auxiliary verbs, prepositions, conjunctions,
 determiners, and possessive adjectives.
- a ①1.15 Listen and repeat the sentences. Try to copy the rhythm as exactly as possible.

<u>Boston transportation workers</u> were on <u>strike yes</u>terday. As a <u>result</u>, it <u>took people twice</u> as <u>long</u> to <u>get</u> to <u>work</u>.

- b 1.16 Listen and write down the beginnings of eight sentences. Compare with a partner, and then decide how you think the sentences might continue.
- c **1.17** Now listen and complete the sentences. Are they similar to what you predicted? Practice saying them with a natural rhythm.

6 WRITING

© p.114 Writing A job application Analyze a model email and write a cover email applying for a job at a festival.

A JOB APPLICATION

KEY SUCCESS FACTORS

- using appropriate, professional-sounding language
- conveying a positive image of yourself without appearing overconfident or arrogant
- avoiding basic mistakes which will make you look careless

ANALYZING A MODEL TEXT

a You see the following advertisement on the Skyscanner website. Would you be interested in applying for the job? Why (not)?





Receptionist

Location: Miami

The receptionist is the first point of contact for staff and visitors. The role involves a variety of tasks including answering and directing calls, welcoming visitors, scheduling meetings, and general administration support.

Core hours are 8 a.m.–6 p.m. and you will need to be available to work earlier shifts some days and later shifts other days.

About you:

The ideal candidate will have a customer-focused personality with a strong can-do attitude. We're looking for someone with proven communication skills for liaising with individuals at all levels in a very fast-moving environment.

Interested? The closing date for applications is Wednesday, June 18—click "Apply" before this opportunity flies away!

b Read the first draft of an email written in response to the advertisement. What information does Azra give in the three main paragraphs?

To: irena.foster@skyscanner.net

From: Azra Osman Subject: Application

Dear Miss Foster,

My name is Azra Osman. I am writing to apply for the position of receptionist advertised in your website.

- I have recently graduated from Ankara University, where I completed a degree in business studies. I have a high level of spoken english (C1 on the CEFR), as I lived in the United States during six months as part of an ekchange programm between my school and a high school in Utah. I made many American friends during this period, but we lost touch when I came home.
- As you will see from my résumé, I have some relevant experience because I am currently an intern at a leading Turkish travel company. I have worked in various roles, including marketing asistant and administrator and my tasks have included organizing and running meetings and dealing with clients by phone and email. The director of company would be happy to provide a reference. He is, in fact, my uncle.
- I am very enthusiastic on travel and would welcome the chance to be part of such a high-profile and successful company.

 I believe I would be suitable for the job advertised as, apart of my work experience, I am an outgoing person and get along well with people. Friends describe me as calm and consciensious and I would enjoy the variety and excitement the job would offer. I would definitely not panic when things got busy!

I attach a full résumé and if you require a further information, I would be very happy to provide it.
I look forward to hearing from you.

Yours sincerely,

Azra Osman

Improving your first draft

Check your writing for correct paragraphing, mistakes, irrelevant information, and language that is in an inappropriate register.

- c Read the draft email again and try to improve it.
 - 1 Cross out three sentences (not including the example) that are irrelevant or inappropriate.
 - 2 Correct ten more mistakes in the highlighted phrases, including spelling, capital letters, grammar, and vocabulary.
- **d** Do you think Skyscanner would have given her an interview if she had sent her first draft?

USEFUL LANGUAGE

- e Look at 1–9 below. How did Azra express these ideas in a more formal way? Use the **bold** word(s) to help you remember. Then look at the text again to check your answers.

 - 2 I've just finished college, where I did business studies. graduate / degree
 - 3 I can speak English very well. high
 - 4 I've done this kind of job before. relevant
 - 5 My tasks have included talking to people on the phone. dealing / clients
 - 6 I'd love to work for such a famous company. welcome / high-profile
 - 7 I'm sending a full résumé with this email. attach
 - 8 If you need to know anything else, I'll tell you. require / provide
 - 9 Hope to hear from you soon! forward

PLANNING WHAT TO WRITE

- a Read the job advertisement below and underline the information you will need to respond to. Then make notes about:
 - any qualifications you have.
 - any relevant experience you could include.
 - what aspects of your personality you think would make you suitable for the job and how you could illustrate them.
 - any other information you think you need to include.

Festival staff members needed to work at Global Stage, a world music event in California from July 12th to 14th

Responsibilities

- To ensure the safety and comfort of the public and to assist in the running of a successful festival.
- To reduce any crowdrelated problems, including maintaining a state of calm to minimize any injury.
- To prevent unauthorized access to the site by members of the public.

Requirements

- You must be 18 or older on the date of the festival and be eligible to work in the US.
- You must be physically fit and healthy and able to work under pressure in a demanding atmosphere.
- You should speak English well and have some experience dealing with the public.

How to apply

Send an email and full résumé to Emma Richards: e.richards@worldmusic.org

- b Compare notes with a partner and discuss how relevant you think each other's information is, what you think you should leave out, and what else you might want to include.
 - **TIPS** for writing a cover email / letter to apply for a job, grant, etc.
 - Use appropriate sentences to open the email / letter.
 - Organize the main body of the email / letter into clear paragraphs.
 - Use a suitable style:
 - Don't use contractions or very informal expressions.
 - Use formal vocabulary where appropriate, e.g., require instead of need, as instead of because.
 - The use of a conditional can often sound more polite, e.g., I would welcome the chance to...
 - When you say why you think you are suitable for the job, be factual and positive, but not overconfident. Be careful not to sound arrogant.
 - Use appropriate phrases to close the email / letter.

WRITING

You have decided to apply for the festival job advertised to the left. Write a cover email of between 200 and 250 words.

DRAFT your email.

- Write an introductory sentence to explain why you are writing.
- Paragraph 1: Give personal information including skills and qualifications.
- Paragraph 2: Talk about any relevant experience you have.
- Paragraph 3: Explain why you think you would be suitable for the job.
- Write a closing sentence.

EDIT the email, checking paragraphing, cutting any irrelevant information, and making sure it is the right length.

CHECK the email for mistakes in grammar, spelling, punctuation, and register.

3 p.11

GRAMMAR BANK

result

- 1 I have a job interview next week, so I bought myself a suit!
- 2 It had snowed hard all night. As a result, the airport was closed until 11:00 a.m. We regret that you do not have the necessary qualifications, and therefore / consequently we are unable to offer you the job.
- 1 so is the most common way of introducing a result or a logical connection.
- 2 as a result, therefore, and consequently (more formal than so) are often used at the beginning of a sentence or clause.
- therefore and consequently can also be used before a main verb, e.g., We have therefore / consequently decided not to offer you the job.

reason

- 1 I have stopped writing to her because / as / since she never answers me. Why did your boss resign? Because his wife was sick.
- 2 The plane was late because of the fog.
 Flight 341 has been delayed due to / owing to adverse weather conditions.
- 1 because, as, and since (more formal) are synonyms and are used to introduce clauses giving a reason. as and since are often used at the beginning of a sentence, e.g., As / Since the rain hasn't stopped, we've decided not to go out.
- We use because (not as or since) to answer a Why...? question.
- 2 because of, due to, and owing to also express the reason for something. They are usually followed by a noun, a gerund, or the fact that + clause.
- due to and owing to are more formal than because of.

purpose

- 1 I took a language course to / in order to / so as to improve my English.
- 2 She closed the door quietly so as not to / in order not to wake the baby.
- 3 They moved to Quito so (that) they could see their grandchildren more often.
- 4 I'm not going to tell Ann in case she tells everyone else.
- 1 to, in order to, and so as to introduce a clause of purpose and are all followed by an infinitive. to is the most informal.
- 2 For negative purpose we use so as not to or in order not to.
- 3 You can also use so (that) + can / could + verb or will / would + verb to express purpose. You can leave out that in informal English.
- Use so (that) when there is a change of subject in the clause of purpose, e.g., She put a blanket over the baby so (that) he wouldn't be cold.
- 4 We use in case + a clause when we do something in order to be ready for future situations / problems or to avoid them.

contrast

- 1 We enjoyed the concert, but we didn't have very good seats. Agnes was attracted to the stranger, yet something in her head was telling her not to get close to him.
 - It's a really good idea. **However**, it may be too expensive.
 - The moon shone brightly. Nevertheless, it was hard to find our way.
- 2 We enjoyed the movie although / even though / though it was long.
- 3 In spite of being 85, she still travels all over the world. Despite her age...
 - Despite the fact that she's 85...
- 1 but is the most common and informal way of introducing contrast and is usually used to link two contrasting points within a sentence. yet is used in the same way, but is more formal / literary. however and nevertheless are usually used at the beginning of a sentence to connect it to the previous one and are usually followed by a comma.
- nevertheless (or nonetheless) is more formal / literary than however.
- 2 even though is more emphatic than although. though is more common in informal speech.
- Though can also be used at the end of a phrase as a comment adverb, e.g., He's very friendly—a little stingy, though.
- 3 After in spite of and despite use a gerund, a noun, or the fact that + clause.

a Circle the right linker.

Even though / **Despite** she's working really hard, I don't think she'll be able to catch up.

- 1 We can't afford to take a vacation this year as / so we are broke.
- 2 Could we rearrange my schedule so that / in case I don't have so many classes on Fridays?
- 3 I got to the interview on time *due to / in spite of* the fact that my train was late.
- 4 The restaurant chain has had a very difficult year. *Nevertheless / As a result*, they haven't had to close any of their restaurants.
- 5 He gets a good salary *though / since* the job itself is very monotonous.

b Circle the better option according to register.

Sales have increased over the last three months. *So/Therefore* we will be hiring five new employees.

- 1 I've been home for the last three days because of / owing to this nasty cough I have.
- 2 The organization has severe financial problems, and so / consequently half the staff have been laid off.
- 3 The company has reported declining sales this year. Nevertheless / But they have so far managed to avoid any workforce cuts.
- 4 I stopped at a gas station to / in order to fill up the tank.
- 5 I thought it was an amazing movie. It was really depressing, *though / however*.
- 6 It has been announced that the last game of the season has been canceled *due to / because of* the severe weather.
- c Join the sentences using the bold word(s), making any necessary changes. We only use energy-efficient light bulbs. We don't want to waste electricity. so as We only use energy-efficient light bulbs so as

not to waste electricity.

- Our seats were a long way from the stage.
 We enjoyed the play. In spite
 We
- 2 It took us a long time to get there. The traffic was heavy. **because of**
- 3 I took the price tag off the bag. I didn't want Becky to know how much it had cost. so
- 4 Keep the receipt for the sweater. Your dad might not like it. **in case**Keep
- 5 Susanna is an only child. She isn't at all spoiled. Even though Susanna
- 6 Prices have risen because production costs have increased. **due to**Prices



Work

1 ADJECTIVES DESCRIBING A JOB

- a Match sentences 1–6 with A–F.
 - 1 C My boss has a deep, authoritative /aˈθɔrəteɪtɪv/ voice.
 - 2 I'm a cashier at a supermarket.
 I really enjoy my job, but it can be a little monotonous /məˈnɑtnəs/ and repetitive /rɪˈpɛtətɪv/.
 - 3 I'm an elementary school teacher. I find working with young children very rewarding /rɪˈwɔrdɪŋ/.
 - 4 I work for a small graphic design company and my job's really motivating /mouta,vertin/.
 - 5 Being a surgeon is very **demanding** /dɪˈmændɪn/.
 - 6 I work at an accounting firm. My job is incredibly **tedious** /'tidios/.
 - A I have to do exactly the same thing every day.
 - B It makes me happy because it's useful and important.
 - C When he speaks, we all stop what we're doing and listen to him carefully.
 - D It's very high pressure and you have to work long hours.
 - E It's really boring and it makes me feel impatient all the time.
 - F The kind of work I do and the people I work with make me want to work harder (do better).
- b 1.10 Listen and check.

ACTIVATION Think of a job you could describe with each adjective in **1**.



2 COLLOCATIONS

a Complete the text with the words in the list.

ca <u>reer</u>	<u>cha</u> lle	nge	<u>clo</u> ckin	g	ex <u>pe</u> rie	nce	for	full	job
<u>ma</u> nage	ment	<u>per</u> n	nanent	ро	<u>si</u> tions	qua	lifi <u>ca</u>	tions	unpaid

What I'm really thinking—THE INTERN

I've just started my third internship. At the end of it, I will have been an ¹ unpaid worker for over a year. It feels as though I'm not in control
of my own life, that I'm helpless. ² Aca <u>de</u> mic and
³ work are almost irrelevant when you're competing
against people who have years of experience, many of whom are
taking a step down the ⁴ <u>la</u> dder. I'm not picky—I've spent
time in a children's charity, ⁵ events, a press office—but
they haven't gotten me a 6 job . It's demoralizing. And
exhausting— ⁷ hunting is a ⁸ time occupation.
I 9 anyone who disagrees with me about this. After 10
out, most people can be free for the night. For the intern, it's time to
go home and look for work. I have no idea how many 11 I've
¹² applied since graduating, but it's more than 100.

- b **1.11** Listen and check.
- c Complete the two words that collocate with the groups below. What do the phrases mean?

ma <u>ter</u> nity pa <u>ter</u> nity sick	I <u>free</u> lance <u>per</u> manent (opp <u>tem</u> porary / fixed-term) <u>full</u> -time (opp <u>part</u> -time)	j
--	--	---

3 THE SAME OR DIFFERENT?

a Look at the pairs of words or phrases. Write S if they have the same or a very similar meaning and D if they are different.

1	<u>co</u> lleagues	<u>co</u> -workers	S
2	quit (a job)	re <u>sign</u>	
3	staff	<u>work</u> force	
4	be laid off	be <u>down</u> sized	
5	be out of work	be on leave	
6	be fired	be sacked	
7	get pro <u>mo</u> ted	get a raise	
8	skills	qualifi <u>ca</u> tions	
9	hire somebody	employ somebody	
10	perks	<u>be</u> nefits	

b 1.12 Listen and check.

ACTIVATION Can you explain the difference between the **D** words in meaning or register?

