

# Recordings

## Unit 1 Building a career

### 1.1 About business: The education business

1:01-1:04

**Speaker 1:** Education for all – what a ludicrous idea! It's an incredible waste of resources. In countries where anybody can go to university, at least half the students drop out after the first year. If resources are limited, which they obviously are, then we should use them wisely to train the brightest and best – those who can benefit most from a university education.

**Speaker 2:** I think it's unrealistic to keep pumping public money into universities. That way, there's no incentive for them to become more competitive. It makes much more sense to use government funding to provide loans to students, and let universities compete with private schools for their business. They'd soon sort out their finances!

**Speaker 3:** It's not right that students should have to mortgage their future. Article 26 of the Universal Declaration of Human Rights states that everyone has the right to education. Universities should remain not-for-profit. It would be disastrous if they were forced to become profit-making businesses.

**Speaker 4:** This whole debate is a complete waste of time. A university degree just isn't relevant any more. You spend three or four years learning outdated theories that have nothing to do with modern life, and there isn't even a guarantee of a good job at the end of it, or a job at all for that matter. You just waste three years when you could be earning money and gaining valuable real-world experience.

### 1.2 Vocabulary: Education and career

1:05-1:10

**Speaker 1:** I'm thinking of leaving actually. I've worked in China, Argentina and Alaska, and now they want me to go to South Africa for two years! But even if I resign, they'll make me work at least another three months. I'm just sick of being moved around all the time.

**Speaker 2:** When the company was modernized, they told me to stay at home for a week or two while they found me a different job – but they never did. So, in the end, they had to 'let me go', as they say. Replaced by a machine! Actually, I'm grateful – it was probably the best thing that could have happened to me.

**Speaker 3:** I've just been sent home for a week because I refused to wear a safety helmet – they're too hot and uncomfortable. They keep harassing me – I think they'd like to fire me actually!

**Speaker 4:** I was on the road for thirty years as a sales rep. Then I was lucky enough to get the job as sales manager here four years ago. I've just been made 'Director of Customer Satisfaction' – or as the boys in sales say, they've kicked me upstairs! Well, at my age, I'm over the moon!

**Speaker 5:** I'm based in London for the moment. Actually, right now I'm doing audits in Paris for our French subsidiary – but it's just for three months. After that, they've asked me to move to the Vancouver office. It's a fantastic opportunity!

**Speaker 6:** Well, I'm not actually working at the moment. I'm an actor and I finished a movie a couple of months ago. I'm thinking about taking a year off to write a book.

1:11-1:13

**Speaker 1:** Hi. My name's Bob. A few years ago I started up an electronics company which has been very successful. So successful, in fact, that I had to hire a CEO to give me time for my creative work. I brought in Jack, a manager from a completely different business, a soda manufacturer in fact. I thought he would be the right man to help my company grow, but now I know I made a big mistake. Recently we disagreed about strategy. Believe it or not, the Board decided he was right and I was wrong, and stripped me of my duties. Of course, I resigned. Well, what would you have done? I still hold my shares in the company, but I think I'm going to sell them. I don't know what I'll do next. Maybe I'll invest the money from the shares and retire somewhere cheap and sunny. Or I suppose I could start over and build a new company. Or join a competitor. What do you think I should do?

**Speaker 2:** Hello, I'm Lucy, and my problem is that I've never really known what sort of career to choose. I studied languages at university, which was great, but it doesn't really qualify you to do anything. After graduating, I worked as a researcher for a charity, then I went abroad and worked as an English teacher for a while. Now I'm a secretary; or should I say I was a secretary, because I've just been fired for writing stories at work!

I love writing – but it's not easy to make a living from it. I suppose I'd need to go back to school and do a creative writing course. Perhaps I could work part-time, waitressing or something. Or should I just look for another secretarial job? Or go back to being a researcher, or a teacher maybe ... at least that's more creative. What do you think?

**Speaker 3:** Hi. I'm Mel. I've wanted to run my own business for as long as I can remember. When I was in high school, a friend and I designed a product which we managed to sell to local government departments. But my parents were really keen on sending me to business school, so now I'm in my third year at a really prestigious, expensive school. The thing is, my friend and I have a fantastic opportunity to start our own business: we have a new product and a big company is really interested in buying it. But to develop our idea, I'll have to drop out of school, and I know my parents will be really upset. What do you think I should do?

### 1.3 Grammar: Tense review

1:14

**Jess:** Fraser Orbell!

**Fraser:** Oh, hi.

**J:** Fraser, fancy meeting you here! You look great! Do you still go running?

**F:** Oh, thank you. Yes, I usually run two or three times a week. Um, I'm sorry, I'm afraid I always forget people's names ...

**J:** It's Jess! Jess Tomey!

**F:** Oh, Jess, of course! I'm so sorry ...

**J:** It's all right. People often don't recognize me. Too many business lunches, so I always tend to put on weight!

**F:** Oh, no, you look wonderful. As always!

**J:** Thank you, Fraser! So what are you doing these days?

**F:** Well, actually, at the moment I'm not doing very much. Sort of, job-hunting, you know ...

**J:** Oh, I see. Well, I hope you find something soon. But what did you do after graduation?

**F:** Well, you probably remember that I dropped out in my final year, so I didn't actually graduate. But I worked for ITC in Manchester for twenty years.

**J:** Oh, did you?!

**F:** Yes, until they were taken over by Morgan-Hoenshell about a year ago. Twenty years of loyal service, but when Morgan-Hoenshell came along, I was made redundant without so much as a word of thanks.

**J:** Oh, how awful for you!

**F:** Yes, well, you know, that's life, isn't it? But, um, actually, I've just got back from Nepal.

**J:** Nepal? Wow!

**F:** Yeah, been, um, working on a book.

**J:** Oh, that's terrific, Fraser! So when can I buy it?

**F:** Well, I haven't finished it yet, but hopefully it'll be published next year – I promise I'll send you a copy. But anyway, that's enough about me – what have you done since you left Franklin? Did you get that job you wanted in finance?

**J:** Yes, I did. I worked in several firms, actually. I became a specialist in downsizing – cutting costs, streamlining, restructuring, you know ...

**F:** I see. A bit like Morgan-Hoenshell!

**J:** Well, yes, a bit ...

**F:** So where are you working now?

**J:** Oh, I'm currently managing one of our subsidiaries, um, up north.

**F:** Oh, yeah – anywhere near Manchester?

**J:** Um, yes ... but I'm going to move down to London soon.

**F:** Oh, really?

**J:** Yes, I've just had some rather good news.

**F:** Uh-huh?

**J:** Well, if all goes well, I'm taking over as group CEO next year.

**F:** Wow, congratulations! Which company?

**J:** Um, you probably wouldn't be interested ...

**F:** Come on, Jess. We go back a long way! No secrets between us, eh?

**J:** Well, it's Morgan-Hoenshell, actually ...

### 1.4 Speaking: Interviewing: giving reasons

1:15-1:20

- 1 What inspires you in a job?
- 2 Describe a decision you made that was a failure. What happened and why?
- 3 How do you measure success?
- 4 What can you do for us that someone else can't?
- 5 If we don't hire you, why do you think that would be?
- 6 What do you feel this position should pay?

1:21

**Interviewer:** How do you measure success?

**Olivia:** Well, as regards measuring professional success, I think it's important not only to understand what the company expects from me, and to compare my own performance with those benchmarks, but also to listen very carefully to the feedback I get from managers and co-workers. As far as my personal life is concerned, I try to discuss my objectives regularly with my family. That way I can be sure that they approve of what I'm trying to do and, what's more, they share the success when I achieve an objective.