

8.4 Speaking

Negotiating a compromise

compromise /'kɒmprəmaɪz/ noun [count/uncount] a way of solving a problem or ending an argument in which both people or groups accept that they cannot have everything they want

premium /'pri:miəm/ noun [count] an amount of money paid in addition to the normal amount: *Customers are prepared to pay a premium for fair-trade goods.*

shade tree /'ʃeɪd ,tri:/ noun [count] a tree which grows above other plants, protecting them from the sun and providing a natural habitat for birds and animals

8.5 Writing

Assertive writing

annoying /ə'noɪɪŋ/ adjective making you feel slightly angry or impatient

assertive /ə'sɜ:(r)tɪv/ adjective behaving in a confident way in which you are quick to express your opinions and feelings

evasive /ɪ'veɪsɪv/ adjective not talking or answering questions in an honest way

submissive /səb'mɪsɪv/ adjective willing to do what other people tell you to do without arguing

sue /su:/ verb [intransitive/transitive] to make a legal claim against someone: *Burnett sued the newspaper for libel and won.*

8.6 Case study

Green Hills Coffee

binding /'baɪndɪŋ/ adjective if an agreement, contract, decision, etc. is binding you must do what it says:

Remember that this is a legally binding document.

breach /bri:tʃ/ noun [count] a failure to follow a law or a rule; **be in breach of something:** *The company was found to be in breach of environmental regulations.*

gentleman's agreement /'dʒent(ə)lmənz ə'grɪ:mənt/ noun [count] a business agreement in which people trust each other without a written contract

jeopardize /'dʒepə(r)daɪz/ verb [transitive] to risk damaging or destroying something important

practice /'præktɪs/ noun [count/uncount] a way of doing something, especially as a result of habit, custom or tradition

turn a blind eye (to something) /'tɜ:(r)n ə ,blaɪnd 'aɪ/ phrase to pretend you do not notice something, because you should do something about it but you do not want to