

3rd Edition Extra

with business skills lessons and self-assessment

Advanced

MARKET LEADER

Alignment with the Global Scale of English
and the Common European Framework of Reference

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Market Leader 3rd Edition Extra

Market Leader 3rd Edition Extra offers new Business Skills lessons which are fully aligned to the Global Scale of English (GSE) and the Common European Framework of Reference (CEFR).

These Business Skills lessons offer the learner a task-based, integrated skills approach to the development of core business skills such as Presentations, Negotiations, Meetings, and Small Talk. These lessons appear at the end of every three units and incorporate performance review, suggestions for professional development and goal setting. They are based on the Global Scale of English Learning Objectives for Professional English. These objectives are signposted at the top of each new lesson in the Student's book and the carefully scaffolded activities are crafted around each objective, creating a clear sense of direction and progression in a learning environment where learners can reflect on their achievement at the end of the lesson.

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Market Leader 3rd Edition Extra is a comprehensive communicative English course that is aligned to the Global Scale of English and prepares adults and young adults to interact confidently with both native and non-native speakers of English in a business context. Market Leader promotes productive English language learning through the rich input of language, intensive practice, and systematic recycling with meaningful opportunities for learners to practise essential core business skills required in the 21st century workplace.

COURSE COMPONENTS

- Student's Book
- Online Teachers Notes for Market Leader Business Skills Lessons
- Market Leader 3rd Edition Teacher's Book
- Market Leader Extra ActiveTeach (available from end June 2016)
- Market Leader 3rd Edition MyEnglishLab
- Classroom Audio Program
- Market Leader 3rd Edition Practice Files
- Market Leader 3rd Edition Test Files

The Global Scale of English Learning Objectives for Professional English and the Common European Framework of Reference

The Global Scale of English (GSE) is a standardized, granular scale from 10 to 90 which measures English language proficiency. The GSE Learning Objectives for Professional English are aligned with the Common European Framework of Reference (CEFR). Unlike the CEFR, which describes proficiency in terms of broad levels, the Global Scale of English identifies what a learner can do at each point on a more granular scale—and within a CEFR level. The scale is designed to motivate learners by demonstrating incremental progress in their language ability. The Global Scale of English forms the backbone for Pearson English course material and assessment.

CEFR and the Global Scale of English both comprise a number of Can Do statements, or “learning objectives,” for each of the four language skills, describing what learners should be able to do at different levels of proficiency. The learning objectives are written to reflect what a student ‘Can Do’ with language without regard to the context in which a language skill may surface. The GSE Learning Objectives have been aligned to the CEFR, but the CEFR was not aimed at learners of business English, hence the need to develop new descriptors that focus on business English skills; as a result, many additional statements were created, rated for difficulty, and calibrated to the scale.

This document provides an overview of the learning objectives in the new edition of Market Leader and new materials in the course. As the learning objectives focus specifically on language skills, some learning objectives will be repeated multiple times, to reflect the fact that language skills are built through practice in multiple contexts.

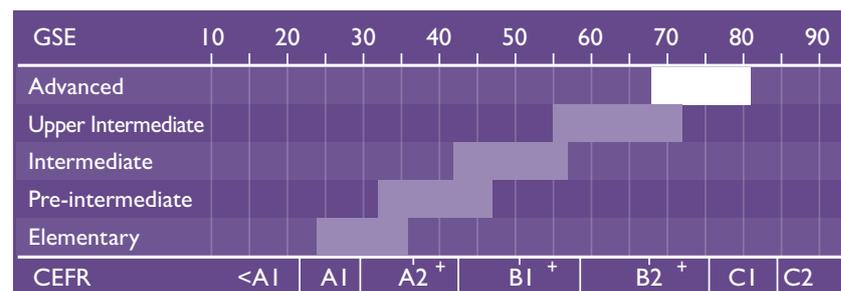
In order for a learner to successfully learn and internalize a skill (with the goal of achieving mastery in the second or foreign language), it is important to encounter the skill in a variety of contexts. The content of Market Leader 3rd Edition Extra is designed to provide multiple touch points from which a learner can explore the possibilities of use of any given language skill. From conversations in the workplace, to negotiation and presentation skills, learners are given a variety of opportunities to improve their agility and fluency with the various skills.

For each learning objective we indicate whether a statement is from the original CEFR or newly created by Pearson English:

- (C) Common European Framework descriptor, verbatim, © Council of Europe
- (C_A) Common European Framework descriptor, adapted or edited, © Council of Europe
- (N2000) North (2000) descriptor, verbatim
- (N2000_A) North (2000) descriptor, adapted or edited
- (N2007_A) North (2007) expanded set of C1 and C2 descriptors, adapted or edited
- (P) New Pearson descriptor

Visit English.com/gse to learn more about the Global Scale of English.

Market Leader 3rd Edition Extra is aligned with the Global Scale of English Learning Objectives for Professional English. It takes learners from CEF A1 to C1 (20–85 on the Global Scale of English).



UNIT 1

Language work:

Adverbs

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can understand specialised vocabulary used in presentations or discussions within their field.	66	B2 (59–66)	6
	Can understand main points and check comprehension by using contextual clues.	64	B2 (59–66)	10
	Can understand scripted speech delivered quickly, if the accent is familiar.	61	B2 (59–66)	12–13
Reading	Can scan a long text or a set of related texts in order to find specific information.	63	B2 (59–66)	12–13
	Can scan a long text or a set of related texts in order to find specific information.	63	B2 (59–66)	8–9
	Can infer the meaning of words from context in work-related documents or publications on unfamiliar topics.	64	B2 (59–66)	8–9
Speaking	Can develop a clear argument with supporting subsidiary points and relevant examples.	66	B2 (59–66)	6
	Can initiate, maintain and end discourse naturally with effective turn-taking.	68	B2+ (67–75)	10
	Can ask open-ended questions to better understand the specific details of a problem.	60	B2 (59–66)	10
	Can develop a clear argument with supporting subsidiary points and relevant examples.	66	B2 (59–66)	12–13
	Can initiate, maintain and end discourse naturally with effective turn-taking.	68	B2+ (67–75)	12–13
Writing	Can respond to work-related emails, clearly addressing the sender's points and arguments.	63	B2 (59–66)	11
	Can write a formal email/letter of invitation with appropriate register and conventions.	60	B2 (59–66)	12–13
	Can adopt a level of formality appropriate to the circumstances.	66	B2 (59–66)	12–13

UNIT 2

Language work:

Emphasising your point

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can identify the use of clarification language in a linguistically complex presentation or lecture.	72	B2+ (67–75)	18
	Can follow the main points in a linguistically complex presentation or lecture, if provided with written supporting material.	67	B2+ (67–75)	14–15
Reading	Can summarise, comment on and discuss a wide range of factual and imaginative texts.	66	B2 (59–66)	16–17
	Can scan a long text or a set of related texts in order to find specific information.	63	B2 (59–66)	20–21
Speaking	Can ask for clarification during an academic discussion, using linguistically complex language.	74	B2+ (67–75)	18
	Can evaluate the advantages and disadvantages of different options during a discussion.	64	B2 (59–66)	14–15
	Can develop a clear argument with supporting subsidiary points and relevant examples.	66	B2 (59–66)	14–15
	Can present their ideas with precision and respond to complex lines of argument convincingly.	70	B2+ (67–75)	20–21
Writing	Can express themselves fluently in writing, adapting the level of formality to the context.	77	C1 (76–84)	19
	Can comment in writing on work-related news and events in some detail.	69	B2+ (67–75)	16–17
	Can develop a written case to persuade others about the advantages or disadvantages of a course of action.	73	B2+ (67–75)	16–17
	Can write a summary of the decisions and action items identified during a meeting.	66	B2 (59–66)	20–21

UNIT 3

Language work:

Articles

Countable and uncountable nouns

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can follow a work-related discussion between fluent speakers.	73	B2+ (67-75)	26
	Can identify a speaker's point of view in a linguistically complex presentation or lecture in their field of specialisation.	76	C1 (76-84)	22-23
	Can understand the main points of complex academic/professional presentations.	72	B2+ (67-75)	22-23
	Can follow a work-related discussion between fluent speakers.	73	B2+ (67-75)	28-29
	Can understand the main points of complex and abstract presentations in their field.	71	B2+ (67-75)	30-31
Reading	Can extract key details from a complex business report in their field.	69	B2+ (67-75)	24-25
	Can infer meaning from contextual clues in an official document or report.	68	B2+ (67-75)	24-25
	Can scan a long text or a set of related texts in order to find specific information.	63	B2 (59-66)	28-29
Speaking	Can give detailed opinions during work-related meetings if provided with sufficient background information.	66	B2 (59-66)	26
	Can emphasise key information in a negotiation.	67	B2+ (67-75)	26
	Can describe in detail how a change will help the company, its employees, or its customers.	70	B2+ (67-75)	28-29
	Can give clear presentations highlighting significant points with relevant supporting detail.	70	B2+ (67-75)	30-31
Writing	Can link a logical series of ideas leading to a suggested conclusion in a written report.	68	B2+ (67-75)	27
	Can write a detailed structured report on work-related topics.	70	B2+ (67-75)	28-29

Business skills:

Lesson 1.1 Emails

Lesson 1.2 Small talk

BUSINESS SKILL	SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Emails	Reading	Can distinguish between fact and opinion in complex formal contexts.	71	B2+ (67–75)	A1–A2
	Writing	Can write a detailed summary of work-related information.	73	B2+ (67–75)	A1–A2
Small talk	Listening	Can follow an animated conversation between two fluent speakers.	74	B2+ (67–75)	A3–A4
	Speaking	Can express opinions on topics, using linguistically complex language.	74	B2+ (67–75)	A3–A4
		Can bring a work-related discussion back to the main points when the participants have gone off topic.	73	B2+ (67–75)	A3–A4

UNIT 4

Language work:

Defining and non-defining relative clauses

SKILL	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can recognise the tone and intended audience of a formal presentation.	66	B2 (59–66)	40
	Can distinguish between main ideas and supporting details in a linguistically complex presentation or lecture.	69	B2+ (67–75)	36–37
Reading	Can quickly scan long, complex texts for key information.	69	B2+ (67–75)	38–39
	Can scan a long text or a set of related texts in order to find specific information.	63	B2 (59–66)	42–43
Speaking	Can give clear presentations highlighting significant points with relevant supporting detail.	70	B2+ (67–75)	41
	Can initiate, maintain and end discourse naturally with effective turn-taking.	68	B2+ (67–75)	36–37
	Can answer questions about abstract topics clearly and in detail.	76	C1 (76–84)	36–37
	Can present their ideas with precision and respond to complex lines of argument convincingly.	70	B2+ (67–75)	42–43
Writing	Can write bullet points to summarise key points in an academic text.	66	B2 (59–66)	41
	Can write a summary of the decisions and action items identified during a meeting.	66	B2 (59–66)	42–43

UNIT 5

Language work:

-ing forms and infinitives

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Reading	Can quickly scan long, complex texts for key information.	69	B2+ (67–75)	46–47
	Can infer the meaning of words from context in work-related documents or publications on unfamiliar topics.	64	B2 (59–66)	46–47
	Can scan a long text or a set of related texts in order to find specific information.	63	B2 (59–66)	50–51
Speaking	Can express views clearly and evaluate hypothetical proposals in informal discussions.	64	B2 (59–66)	48
	Can express views clearly and evaluate hypothetical proposals in informal discussions.	64	B2 (59–66)	44–45
	Can give detailed opinions during work-related meetings if provided with sufficient background information.	66	B2 (59–66)	50–51
Writing	Can adopt a level of formality appropriate to the circumstances.	66	B2 (59–66)	49
	Can adopt a level of formality appropriate to the circumstances.	66	B2 (59–66)	50–51

UNIT 6

Language work:

Modal perfect

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can follow a work-related discussion between fluent speakers.	73	B2+ (67–75)	57
	Can distinguish between main ideas and supporting details in a linguistically complex presentation or lecture.	69	B2+ (67–75)	52–53
	Can extract the main points from news items, etc. with opinions, arguments and discussion.	65	B2 (59–66)	58–59
	Can distinguish between main ideas and supporting details in a linguistically complex presentation or lecture.	69	B2+ (67–75)	60–61
Reading	Can scan a long text or a set of related texts in order to find specific information.	63	B2 (59–66)	56
	Can quickly scan long, complex texts for key information.	69	B2+ (67–75)	54–55
	Can infer the meaning of words from context in work-related documents or publications on unfamiliar topics.	64	B2 (59–66)	54–55
	Can summarise, comment on and discuss a wide range of factual and imaginative texts.	66	B2 (59–66)	60–61
Speaking	Can give advice on a wide range of subjects.	66	B2 (59–66)	56
	Can manage discussion on familiar topics confirming comprehension, inviting others in, etc.	65	B2 (59–66)	57
	Can develop a clear argument with supporting subsidiary points and relevant examples.	66	B2 (59–66)	52–53
	Can present their ideas with precision and respond to complex lines of argument convincingly.	70	B2+ (67–75)	58–59
	Can give detailed opinions during work-related meetings if provided with sufficient background information.	66	B2 (59–66)	60–61
	Can describe in detail why they agree or disagree with a suggested work-related change.	64	B2 (59–66)	60–61
Writing	Can write a summary of the decisions and action items identified during a meeting.	66	B2 (59–66)	57

Business skills:

Lesson 2.1 Presentation

Lesson 2.2 Meetings

BUSINESS SKILL	SKILL	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Presentation	Listening	Can evaluate the strength of a speaker's argument in a linguistically complex presentation or discussion.	74	B2+ (67–75)	A5–A6
		Can recognise the use of persuasive language in a linguistically complex presentation or lecture.	77	C1 (76–84)	A5–A6
	Speaking	Can compare the advantages and disadvantages of possible approaches and solutions to an issue or problem.	70	B2+ (67–75)	A5–A6
Meetings	Speaking	Can participate in extended, detailed professional discussions and meetings with confidence.	80	C1 (76–84)	A7–A8
	Writing	Can develop an argument with appropriate highlighting of significant points and relevant supporting detail.	75	B2+ (67–75)	A7–A8

UNIT 7

Language work:

Multiword verbs

SKILL	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can distinguish between main ideas and supporting details in a linguistically complex presentation or lecture.	69	B2+ (67–75)	66
	Can identify a speaker's bias in a presentation or discussion.	73	B2+ (67–75)	70–71
	Can evaluate the strength of a speaker's argument in a linguistically complex presentation or discussion.	74	B2+ (67–75)	72–73
Reading	Can infer the meaning of words from context in work-related documents or publications on unfamiliar topics.	64	B2 (59–66)	68–69
	Can quickly scan long, complex texts for key information.	69	B2+ (67–75)	68–69
	Can scan a long text or a set of related texts in order to find specific information.	63	B2 (59–66)	72–73
Speaking	Can present their ideas with precision and respond to complex lines of argument convincingly.	70	B2+ (67–75)	66
	Can present their ideas with precision and respond to complex lines of argument convincingly.	70	B2+ (67–75)	68–69
	Can answer questions in a job interview in detail, interacting authoritatively, developing points fluently, and managing interjections.	77	C1 (76–84)	70–71
	Can present their ideas with precision and respond to complex lines of argument convincingly.	70	B2+ (67–75)	72–73
Writing	Can develop a written case to persuade others about the advantages or disadvantages of a course of action.	73	B2+ (67–75)	72–73

UNIT 8

Language work:

Ellipsis

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can follow a work-related discussion between fluent speakers.	73	B2+ (67–75)	78
	Can distinguish between main ideas and supporting details in a linguistically complex presentation or lecture.	69	B2+ (67–75)	74–75
	Can follow a work-related discussion between fluent speakers.	73	B2+ (67–75)	80–81
Reading	Can quickly scan long, complex texts for key information.	69	B2+ (67–75)	76–77
	Can infer the meaning of words from context in work-related documents or publications on unfamiliar topics.	64	B2 (59–66)	76–77
	Can synthesise information from different sources in order to give a written or oral summary.	69	B2+ (67–75)	80–81
Speaking	Can participate in on-going dialogue during a negotiation.	69	B2+ (67–75)	78
	Can present their ideas with precision and respond to complex lines of argument convincingly.	70	B2+ (67–75)	74–75
	Can participate in on-going dialogue during a negotiation.	69	B2+ (67–75)	80–81
Writing	Can write a summary of the decisions and action items identified during a meeting.	66	B2 (59–66)	78
	Can write a detailed summary of work-related information.	73	B2+ (67–75)	80–81

UNIT 9

Language work:

Rhetorical questions

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can identify details supporting a point of view in a linguistically complex presentation or lecture in their field of specialisation.	77	C1 (76–84)	82–83
	Can distinguish between the main ideas and related ideas in a linguistically complex presentation or lecture.	73	B2+ (67–75)	82–83
	Can follow a work-related discussion between fluent speakers.	73	B2+ (67–75)	86–87
	Can follow a work-related discussion between fluent speakers.	73	B2+ (67–75)	88–89
	Can recognise indirect disagreement expressed through modifiers used during a negotiation.	67	B2+ (67–75)	90–91
Reading	Can understand complex arguments in newspaper articles.	79	C1 (76–84)	84–85
	Can infer meaning in a linguistically complex academic text.	78	C1 (76–84)	84–85
	Can understand complex technical work-related documents in detail.	79	C1 (76–84)	88–89
Speaking	Can express attitudes using linguistically complex language.	75	B2+ (67–75)	86–87
	Can participate in extended, detailed professional discussions and meetings with confidence.	80	C1 (76–84)	88–89
	Can exchange complex information on a wide range of matters related to their work.	74	B2+ (67–75)	90–91
Writing	Can write an executive summary of plans or strategies for a business presentation.	76	C1 (76–84)	87
	Can write an executive summary of plans or strategies for a business presentation.	76	C1 (76–84)	88–89

Business skills:

Lesson 3.1 Negotiation

Lesson 3.2 Interviews

BUSINESS SKILLS	SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Negotiation	Speaking	Can propose a range of different options in a complex negotiation.	81	C1 (76–84)	A9–A10
		Can present a negotiating proposal in detail.	75	B2+ (67–75)	A9–A10
		Can explain the main points of a negotiating position with some precision.	66	B2 (59–66)	A9–A10
Interviews	Listening	Can infer attitude and mood in discussions by using contextual, grammatical and lexical cues.	71	B2+ (67–75)	A11–A12
	Speaking	Can participate in extended, detailed professional discussions and meetings with confidence.	80	C1 (76–84)	A11–A12

UNIT 10

Language work:

Rhetorical devices

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can understand implied meaning in a linguistically complex presentation or lecture.	79	C1 (76–84)	100–101
	Can identify a speaker's point of view in a linguistically complex presentation or lecture in their field of specialisation.	76	C1 (76–84)	102–103
	Can identify a speaker's point of view in a linguistically complex presentation or lecture in their field of specialisation.	76	C1 (76–84)	96–97
Reading	Can extract information, ideas and opinions from highly specialised sources within their field.	78	C1 (76–84)	102–103
	Can understand complex arguments in technical journals.	81	C1 (76–84)	98–99
	Can understand complex or extended metaphors in an academic text.	84	C1 (76–84)	98–99
Speaking	Can answer questions about the content of a presentation or lecture in their field of specialisation, using linguistically complex language.	79	C1 (76–84)	100–101
	Can make a linguistically complex business presentation with the help of notes.	76	C1 (76–84)	100–101
	Can make a linguistically complex business presentation with the help of notes.	76	C1 (76–84)	102–103
	Can contribute fluently and naturally to a conversation about a complex or abstract topic.	79	C1 (76–84)	96–97
Writing	Can write a detailed summary of work-related information.	73	B2+ (67–75)	102–103

UNIT 11

Language work:

Cleft sentences

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can follow lines of argument in a linguistically complex presentation or lecture.	75	B2+ (67–75)	104–105
	Can evaluate the strength of a speaker's argument in a linguistically complex presentation or discussion.	74	B2+ (67–75)	108–109
Reading	Can infer meaning in a linguistically complex academic text.	78	C1 (76–84)	106–107
	Can understand complex arguments in newspaper articles.	79	C1 (76–84)	106–107
	Can extract information, ideas and opinions from highly specialised sources within their field.	78	C1 (76–84)	110–111
Speaking	Can contribute fluently and naturally to a conversation about a complex or abstract topic.	79	C1 (76–84)	104–105
	Can carry out complex business transactions with vendors and suppliers.	78	C1 (76–84)	108–109
	Can explain the main points of a negotiating position with precision.	78	C1 (76–84)	110–111
Writing	Can express themselves fluently in writing, adapting the level of formality to the context.	77	C1 (76–84)	108–109
	Can express themselves fluently in writing, adapting the level of formality to the context.	77	C1 (76–84)	110–111
	Can confidently argue a case in writing, specifying needs and objectives precisely and justifying them as necessary.	81	C1 (76–84)	110–111

UNIT 12

Language work:

Instructive sentences

SKILL	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can follow lines of argument in a linguistically complex presentation or lecture.	75	B2+ (67–75)	112–113
	Can follow a wide range of factual and creative texts and summarise themes and opinions.	70	B2+ (67–75)	118–119
Reading	Can infer meaning in a linguistically complex academic text.	78	C1 (76–84)	114–115
	Can understand complex arguments in newspaper articles.	79	C1 (76–84)	114–115
	Can extract information, ideas and opinions from highly specialised sources within their field.	78	C1 (76–84)	118–119
Speaking	Can exchange complex information on a wide range of matters related to their work.	74	B2+ (67–75)	112–113
	Can make a linguistically complex business presentation with the help of notes.	76	C1 (76–84)	114–115
	Can manage discussions during teleconferences, helping participants stay on topic.	73	B2+ (67–75)	116–117
	Can participate in extended, detailed professional discussions and meetings with confidence.	80	C1 (76–84)	118–119
	Can manage discussions during teleconferences, helping participants stay on topic.	73	B2+ (67–75)	118–119
Writing	Can summarise research methodology and findings appropriately in a report.	79	C1 (76–84)	118–119

Business skills:

Lesson 4.1 Presentations

Lesson 4.2 Conference calls

BUSINESS SKILLS	SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Presentations	Listening	Can infer opinions in a linguistically complex presentation or lecture.	77	C1 (76–84)	A13–A14
		Can follow presentations on abstract and complex topics outside their field of interest.	79	C1 (76–84)	A13–A14
	Speaking	Can express attitudes using linguistically complex language.	75	B2+ (67–75)	A13–A14
Conference calls	Listening	Can follow a work-related discussion between fluent speakers.	73	B2+ (67–75)	A15–A16
	Speaking	Can manage participants in a teleconference using appropriate language.	74	B2+ (67–75)	A15–A16
		Can manage discussions during teleconferences, helping participants stay on topic.	73	B2+ (67–75)	A15–A16

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