3rd Edition Extra

with business skills lessons and self-assessment

Upper Intermediate

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.

Published 2016

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.
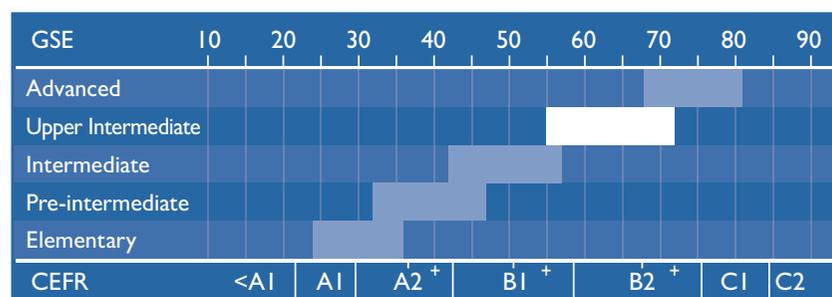
In order for a learner to successfully learn and internalize a skill (with the goal of achieving mastery in the second or foreign language), it is important to encounter the skill in a variety of contexts. The content of Market Leader 3rd Edition Extra is designed to provide multiple touch points from 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).

GSE		10	20	30	40	50	60	70	80	90
Advanced										
Upper Intermediate										
Intermediate										
Pre-intermediate										
Elementary										
CEFR			<A1	A1	A2 +	B1 +	B2 +	C1	C2	

UNIT 1 Communication

Language work:

Idioms (lexico-grammar)
Good communicators

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can extract the key details from discussions in meetings conducted in clear, standard speech. (P)	57	B1+ (51-58)	7
	Can understand problem and solution relationships in informal conversation. (P)	58	B1+ (51-58)	11
	Can extract the key details from discussions in meetings conducted in clear, standard speech. (P)	57	B1+ (51-58)	12
Reading	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	8
	Can infer the meaning of words from context in work-related documents or publications on unfamiliar topics. (P)	64	B2 (59-66)	8
	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	12
Speaking	Can justify and sustain views clearly by providing relevant explanations and arguments. (C$_A$)	60	B2 (59-66)	6
	Can explain the main points in an idea or problem with reasonable precision. (C)	55	B1+ (51-58)	11
	Can outline an issue or problem clearly. (C$_A$)	66	B2 (59-66)	12
	Can present information related to the business in an informal discussion. (P)	56	B1+ (51-58)	12
	Can describe in detail why they agree or disagree with a suggested work-related change. (P)	64	B2 (59-66)	12
Writing	Can write an email, giving details of work-related events, facts, or plans. (P)	57	B1+ (51-58)	12

UNIT 2 International Marketing

Language work:

Noun compounds and noun phrases (lexico-grammar)
Marketing word partnerships

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can deduce the general meaning of a passage from context in a longer, structured text. (P)	57	B1+ (51-58)	17
Reading	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	16
	Can extract key details from official documents and reports. (P)	58	B1+ (51-58)	20-21
Speaking	Can exchange information on a wide range of topics within their field with some confidence. (C$_A$)	59	B2 (59-66)	14
	Can express views clearly and evaluate hypothetical proposals in informal discussions. (C$_A$)	64	B2 (59-66)	19
	Can express views clearly and evaluate hypothetical proposals in informal discussions. (C$_A$)	64	B2 (59-66)	20-21
Writing	Can synthesise and evaluate familiar information and arguments from a number of sources. (C$_A$)	67	B2+ (67-75)	20-21

UNIT 3 Building relationships

Language work:

Describing relations
Multiword verbs

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can infer attitude and mood in discussions by using contextual, grammatical and lexical cues. (C$_A$)	71	B2+ (67-75)	27
	Can understand unscripted speech delivered quickly, if the accent is familiar. (C$_A$)	64	B2 (59-66)	30-31
Reading	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	24-25
	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	28-29
	Can identify the writers' communicative purpose in a text. (P)	57	B1+ (51-58)	30-31
Speaking	Can exchange information on a wide range of topics within their field with some confidence. (C$_A$)	59	B2 (59-66)	22
	Can engage in extended conversation in a clearly participatory fashion on most general topics. (C$_A$)	61	B2 (59-66)	27
	Can express views clearly and evaluate hypothetical proposals in informal discussions. (C$_A$)	64	B2 (59-66)	28-29
	Can give detailed opinions during work-related meetings if provided with sufficient background information. (P)	66	B2 (59-66)	30-31
Writing	Can demonstrate understanding of formality and conventions in standard letters. (P)	59	B2 (59-66)	28-29
	Can write an effective and informative summary. (P)	67	B2+ (67-75)	30-31

Business skills:

Lesson 1.1 Small talk
Lesson 1.2 Emails

BUSINESS SKILL	SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Small talk	Listening	Can follow most of an everyday conversation if speakers avoid very idiomatic usage. (C$_A$)	49	B1 (43-50)	A1-A2
		Can understand main points and check comprehension by using contextual clues. (C$_A$)	64	B2 (59-66)	A1-A2
	Speaking	Can engage in extended conversation in a clearly participatory fashion on most general topics. (C$_A$)	61	B2 (59-66)	A1-A2
		Can use stock phrases to gain time and keep the turn whilst formulating what to say. (C$_A$)	64	B2 (59-66)	A1-A2
		Can initiate, maintain and end discourse naturally with effective turn-taking. (C$_A$)	68	B2+ (67-75)	A1-A2
Emails	Reading	Can infer the meaning of words from context in work-related documents on familiar topics. (P)	59	B2 (59-66)	A3-A4
	Writing	Can write an email giving some detail of work-related news and events. (P)	53	B1+ (51-58)	A3-A4
		Can respond to work-related emails, clearly addressing the sender's points and arguments. (P)	63	B2 (59-66)	A3-A4
		Can respond effectively to emails requesting work-related information. (P)	60	B2 (59-66)	A3-A4

UNIT 4 Success

Language work:

Prefixes
Present and past tenses

SKILL	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can extract the key details from discussions in meetings conducted in clear, standard speech. (P)	57	B1+ (51-58)	38
	Can extract the key details from discussions in meetings conducted in clear, standard speech. (P)	57	B1+ (51-58)	41
	Can understand most of a radio programme about a familiar topic. (C_A)	60	B2 (59-66)	42-43
Reading	Can scan a long text or a set of related texts in order to find specific information. (C_A)	63	B2 (59-66)	38-39
	Can scan a long text or a set of related texts in order to find specific information. (C_A)	63	B2 (59-66)	42-43
Speaking	Can justify and sustain views clearly by providing relevant explanations and arguments. (C_A)	60	B2 (59-66)	36
	Can emphasise key information in a negotiation. (P)	67	B2+ (67-75)	41
	Can express views clearly and evaluate hypothetical proposals in informal discussions. (C_A)	64	B2 (59-66)	42-43
Writing	Can express news and views effectively in writing and relate to those of others. (C)	65	B2 (59-66)	42-43

UNIT 5 Job satisfaction

Language work:

Synonyms and word-building
Passives

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can deduce the general meaning of a passage from context in a longer, structured text. (P)	57	B1+ (51-58)	46
	Can follow a work-related discussion between fluent speakers. (P)	73	B2+ (67-75)	49
Reading	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	46-47
	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	50-51
Speaking	Can speculate about the causes of an issue or problem. (C$_A$)	67	B2+ (67-75)	44
	Can emphasise key information in a negotiation. (P)	67	B2+ (67-75)	49
	Can give detailed opinions during work-related meetings if provided with sufficient background information. (P)	66	B2 (59-66)	49
	Can give detailed opinions during work-related meetings if provided with sufficient background information. (P)	66	B2 (59-66)	50-51
Writing	Can write a summary of the decisions and action items identified during a meeting. (P)	66	B2 (59-66)	50-51

UNIT 6 Risk

Language work:

Describing risk
Adverbs of degree

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can extract the key details from discussions in meetings conducted in clear, standard speech. (P)	57	B1+ (51-58)	56-57
	Can extract the key details from discussions in meetings conducted in clear, standard speech. (P)	57	B1+ (51-58)	58-59
	Can follow the main points in a linguistically complex presentation or lecture, if provided with written supporting material. (P)	67	B2+ (67-75)	60-61
Reading	Can infer the meaning of words from context in work-related documents on familiar topics. (P)	59	B2 (59-66)	54-55
	Can scan a long text or a set of related texts in order to find specific information. (C_A)	63	B2 (59-66)	58-59
	Can scan a long text or a set of related texts in order to find specific information. (C_A)	63	B2 (59-66)	60-61
Speaking	Can exchange information on a wide range of topics within their field with some confidence. (C_A)	59	B2 (59-66)	52
	Can express specific concerns about a work-related issue. (P)	59	B2 (59-66)	56-57
	Can give clear instructions about solving job-related problems. (P)	64	B2 (59-66)	56-57
	Can justify and sustain views clearly by providing relevant explanations and arguments. (C_A)	60	B2 (59-66)	58-59
	Can give the advantages and disadvantages of various options on a topical issue. (C_A)	60	B2 (59-66)	58-59
	Can give clear presentations highlighting significant points with relevant supporting detail. (C_A)	70	B2+ (67-75)	60-61
	Can answer questions about the content of a presentation or lecture aimed at a general audience. (P)	52	B1+ (51-58)	60-61
Writing	Can write a brief standard report conveying factual information, stating reasons for actions. (C_A)	61	B2 (59-66)	58-59

Business skills:

Lesson 2. (P)1 Negotiations
Lesson 2. (P)2 Teleconferences

BUSINESS SKILL	SKILL	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Negotiations	Speaking	Can participate in on-going dialogue during a negotiation. (P)	69	B2+ (67-75)	A5-A6
		Can summarise the position at the end of a negotiation in detail, outlining their own and other people's positions. (P)	78	C1 (76-84)	A5-A6
Teleconferences	Listening	Can follow a natural group discussion, but may find it difficult to participate effectively. (C_A)	62	B2 (59-66)	A7-A8
	Speaking	Can participate in teleconferences using fixed expressions for self-introduction and turn-taking. (P)	57	B1+ (51-58)	A7-A8
	Writing	Can write detailed notes from a phone conversation. (P)	59	B2 (59-66)	A7-A8

UNIT 7 Management styles

Language work:

Management qualities
Text reference

SKILL	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can deduce the general meaning of a passage from context in a longer, structured text. (P)	57	B1+ (51-58)	67
	Can understand main points and check comprehension by using contextual clues. (C$_A$)	64	B2 (59-66)	72-73
Reading	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	68-69
	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	72-73
	Can extract specific details from an employee's evaluation form to identify areas for development. (P)	68	B2+ (67-75)	72-73
Speaking	Can justify and sustain views clearly by providing relevant explanations and arguments. (C$_A$)	60	B2 (59-66)	66
	Can give a presentation about a product or service offered by a company or institution. (P)	68	B2+ (67-75)	70-71
	Can justify and sustain views clearly by providing relevant explanations and arguments. (C$_A$)	60	B2 (59-66)	72-73
	Can give clear presentations highlighting significant points with relevant supporting detail. (C$_A$)	70	B2+ (67-75)	72-73
Writing	Can write a detailed report of work-related events.	69	B2+ (67-75)	72-73

UNIT 8 Team building

Language work:

Prefixes
Modal perfect

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can understand specialised vocabulary used in presentations or discussions within their field. (P)	66	B2 (59-66)	76
	Can understand cause and effect relationships in informal conversation at natural speed. (P)	65	B2 (59-66)	79
	Can understand the main ideas of complex technical discussions in their field. (C$_A$)	66	B2 (59-66)	80-81
Reading	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	76-77
	Can extract key details from official documents and reports. (P)	58	B1+ (51-58)	80-81
Speaking	Can initiate, maintain and end discourse naturally with effective turn-taking. (C$_A$)	68	B2+ (67-75)	74
	Can suggest a resolution to a conflict in a simple negotiation using fixed expressions. (P)	53	B1+ (51-58)	79
	Can manage discussion on familiar topics confirming comprehension, inviting others in, etc. (C$_A$)	65	B2 (59-66)	80-81
	Can give clear instructions about solving job-related problems. (P)	64	B2 (59-66)	80-81
Writing	Can develop a written case to persuade others about the advantages or disadvantages of a course of action. (P)	73	B2+ (67-75)	80-81

UNIT 9 Raising finance

Language work:

Financial terms
Dependent prepositions

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can understand most of a radio programme about a familiar topic. (C$_A$)	60	B2 (59-66)	84
	Can follow the main points in a linguistically complex presentation or lecture, if provided with written supporting material. (P)	67	B2+ (67-75)	90-91
Reading	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	84-85
	Can extract key details from official documents and reports. (P)	58	B1+ (51-58)	88-89
Speaking	Can express views clearly and evaluate hypothetical proposals in informal discussions. (C$_A$)	64	B2 (59-66)	82
	Can present a counter-argument to an opinion offered during a negotiation. (P)	70	B2+ (67-75)	86-87
	Can emphasise key information in a negotiation. (P)	67	B2+ (67-75)	86-87
	Can present a counter-argument to an opinion offered during a negotiation. (P)	70	B2+ (67-75)	88-89
	Can emphasise key information in a negotiation. (P)	67	B2+ (67-75)	88-89
	Can exchange complex information on a wide range of matters related to their work. (C$_A$)	74	B2+ (67-75)	90-91
	Can present their ideas with precision and respond to complex lines of argument convincingly. (C$_A$)	70	B2+ (67-75)	90-91
	Can give detailed opinions during work-related meetings if provided with sufficient background information. (P)	66	B2 (59-66)	90-91
Writing	Can write a summary of the decisions and action items identified during a meeting. (P)	66	B2 (59-66)	88-89
	Can write a summary of the decisions and action items identified during a meeting. (P)	66	B2 (59-66)	90-91

Business skills:

Lesson 3. (P)1 Presentations
Lesson 3. (P)2 Meetings

BUSINESS SKILLS	SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Presentations	Listening	Can understand the main points of complex and abstract presentations in their field. (C_A)	71	B2+ (67-75)	A9-A10
	Speaking	Can give clear presentations highlighting significant points with relevant supporting detail. (C_A)	70	B2+ (67-75)	A9-A10
Meetings	Listening	Can understand main points and check comprehension by using contextual clues. (C_A)	64	B2 (59-66)	A11-A12
	Speaking	Can give detailed opinions during work-related meetings if provided with sufficient background information. (P)	66	B2 (59-66)	A11-A12
		Can lead a meeting about a product or service offered by a company or institution. (P)	72	B2+ (67-75)	A11-A12

UNIT 10 Customer service

Language work:

Complaints
Gerunds

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can follow the main points in a linguistically complex presentation or lecture, if provided with written supporting material. (P)	67	B2+ (67-75)	98
	Can infer attitude and mood in discussions by using contextual, grammatical and lexical cues. (C$_A$)	71	B2+ (67-75)	101
Reading	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	102-103
	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	98-99
Speaking	Can manage discussion on familiar topics confirming comprehension, inviting others in, etc. (C$_A$)	65	B2 (59-66)	96
	Can answer complaints from dissatisfied employees and customers politely. (P)	62	B2 (59-66)	101
	Can give detailed opinions during work-related meetings if provided with sufficient background information. (P)	66	B2 (59-66)	102-103
	Can use persuasive language to convince others to agree with their recommended course of action during a discussion. (P)	74	B2+ (67-75)	102-103
Writing	Can write a detailed summary of work-related information. (P)	73	B2+ (67-75)	102-103

UNIT 11 Crisis management

Language work:

Handling crises
Conditionals

SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can understand most TV news and current affairs programmes. (C)	72	B2+ (67-75)	109
	Can identify specific information in a linguistically complex presentation or lecture. (P)	72	B2+ (67-75)	105-106
	Can follow a work-related discussion between fluent speakers. (P)	73	B2+ (67-75)	110-111
Reading	Can take effective notes on a linguistically complex and unfamiliar text. (P)	74	B2+ (67-75)	106-107
	Can scan a long text or a set of related texts in order to find specific information. (C_A)	63	B2 (59-66)	110-111
Speaking	Can relate their own contribution skilfully to those of other speakers. (C)	73	B2+ (67-75)	104
	Can respond to follow-up questions at a presentation. (P)	67	B2+ (67-75)	109
	Can respond to follow-up questions at a presentation. (P)	67	B2+ (67-75)	110-111
Writing	Can write a report explaining in detail a work-related problem, the actions taken, and the results of those actions. (P)	71	B2+ (67-75)	110-111

UNIT 12 Mergers and acquisitions

Language work:

Describing mergers and acquisitions
Prediction and probability

SKILL	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Listening	Can identify specific information in a linguistically complex presentation or lecture. (P)	72	B2+ (67-75)	114
	Can follow the main points in a linguistically complex presentation or lecture, if provided with written supporting material. (P)	67	B2+ (67-75)	117
	Can extract the main points from news items, etc. (P) with opinions, arguments and discussion. (C$_A$)	65	B2 (59-66)	118-119
	Can follow lines of argument in a linguistically complex presentation or lecture. (P)	75	B2+ (67-75)	120-121
Reading	Can identify specific information in a linguistically complex factual text. (P)	73	B2+ (67-75)	114-115
	Can synthesise information from different sources in order to give a written or oral summary. (P)	69	B2+ (67-75)	118-119
	Can scan a long text or a set of related texts in order to find specific information. (C$_A$)	63	B2 (59-66)	120-121
Speaking	Can present their ideas with precision and respond to complex lines of argument convincingly. (C$_A$)	70	B2+ (67-75)	112
	Can present information related to the business in a formal discussion. (P)	68	B2+ (67-75)	117
	Can present information related to the business in a formal discussion. (P)	68	B2+ (67-75)	118-119
	Can present their ideas with precision and respond to complex lines of argument convincingly. (C$_A$)	70	B2+ (67-75)	120-121
	Can use persuasive language to convince others to agree with their recommended course of action during a discussion. (P)	74	B2+ (67-75)	120-121
Writing	Can write a detailed structured report on work-related topics. (P)	70	B2+ (67-75)	118-119

Business skills:

Lesson 4. (P)1 Interviews
Lesson 4. (P)2 Presentations

BUSINESS SKILLS	SKILLS	LEARNING OBJECTIVES	GSE	CEFR	PAGE
Interviews	Listening	Can infer attitude and mood in discussions by using contextual, grammatical and lexical cues. (C$_A$)	71	B2+ (67-75)	A13-A14
	Speaking	Can carry out an effective, fluent interview, spontaneously following up on interesting replies. (C$_A$)	72	B2+ (67-75)	A13-A14
Presentations	Listening	Can understand the main points of complex and abstract presentations in their field. (C$_A$)	71	B2+ (67-75)	A15-A16
		Can recognise the use of persuasive language in a simple presentation or lecture. (P)	57	B1+ (51-58)	A15-A16
	Speaking	Can give well-structured, detailed presentations on a wide range of familiar subjects. (C$_A$)	71	B2+ (67-75)	A15-A16
		Can use appropriate linking expressions to signal transitions within a presentation. (P)	58	B1+ (51-58)	A15-A16

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