Bruce has been offered two jobs. He’s telling his friend Lenore about the offers. Which job offer does Lenore think he should take?

1. When you were a child, what did you want to be?
2. What is your job now? What kind of job do you want?
3. How did you / will you choose your career path?

Lenore: So, how’s your job search going?
Bruce: Great! You won’t believe this—I got two job offers.

Lenore: Congratulations! That sounds like an easy choice. Promolix is that global chemical company, right? With all those environmental lawsuits? I wouldn’t touch that one!

Bruce: I don’t know. They seem like a growing company with a bright future.

Lenore: Well, Ecolene is a great company, too. And they just won the “Champion of the Earth” award for their green policies. It’s a very progressive company. The perfect place to work.

Bruce: Actually, I’m thinking about taking the Promolix job.

Lenore: You’re kidding!

Bruce: Listen, I’d be crazy to say no. It pays a lot more than Ecolene. It’s also a much bigger company. That means a lot more career advancement opportunities.

Lenore: But you’ll be a robot in a suit! Is that what you want? The salary may be bigger, but you’ll wind up working—all day long—70 hours a week!

Bruce: Well, you have to work hard to succeed. That’s part of their corporate culture.

Lenore: I bet it is. So is polluting the air and water. And weren’t they involved in a data grabbing scandal? Stealing information from their customers?

Bruce: That could happen to any company. Besides, who knows how long a small company like Ecolene will be around? I don’t see any advantage to working there.

Lenore: Really? Well, less stress is one thing. And they’re more socially responsible. And I bet they have a more creative work culture, too.

Bruce: Honestly, I think you’re being a bit naive. Business is all about competition. And in a big company you have more room to move up.

Lenore: If I were you, I’d take less money and have a better life.

Bruce: But I have big dreams. I want to succeed!

Lenore: Well, I don’t think money and a big office can make someone happy. I think you’re making a mistake if you go for the Promolix job.

progressive = supporting new or modern ideas and methods
corporate culture = the way that people in a corporation think and behave
data grabbing = getting data in an unfair way
naive = showing a lack of experience
**Understand the Situation**

**A CHECK YOUR COMPREHENSION**
Work with a partner. Are the sentences true or false? Circle T or F or NI (not enough information).

| 1. Bruce would consider Ecolene if it paid more money. | T / F / NI |
| 2. Lenore thinks that Bruce should choose a company with a good work environment. | T / F / NI |
| 3. Bruce doesn’t mind working in a competitive environment. | T / F / NI |
| 4. Bruce and Lenore agree about what success is. | T / F / NI |
| 5. Bruce and Lenore agree about which job offer is better. | T / F / NI |

**B DRAMATIC READING**
Work with a partner. Read the conversation out loud. One person is Bruce. One person is Lenore.

**C LANGUAGE PUZZLE**
Find expressions in the conversation that are similar. Underline them.

- It’s stupid not to accept it.
- Because Ecolene is a small company, it may not last for a long time.
- I think you’re being a little too simple.

**Think about the Issue**

**A LISTEN**  Do you agree or disagree with these opinions?

- **MARK**
  - Bruce shouldn’t sell himself to whatever company pays the most. Lifestyle is important, too.
  - agree / disagree

- **ANNA**
  - He should start out with Promolix and see how it goes. Like he says, if you want success, you have to work hard.
  - agree / disagree

- **SHIN**
  - Lenore’s not being realistic. Bruce should take the job that pays more.
  - agree / disagree

- **IRIS**
  - Lenore’s right about money. You can’t buy happiness with it. He should take the Ecolene position.
  - agree / disagree

**B THINK**  What do you think Bruce should do?

**MY IDEA**  (I think... / I don’t think...)

**C SHARE**  Now work with a partner. Ask for your partner’s opinion. Say your opinion.

**INTERACTION MODELS**

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<td>I</td>
<td>think Shin has the best argument.</td>
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<td>has the right idea.</td>
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<td>what do you think?</td>
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<td>is your opinion?</td>
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<td>If you ask me, his</td>
<td>argument is a bit weak.</td>
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<td>idea doesn’t make sense.</td>
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ON YOUR OWN
Read the following job characteristics. Which are most important to you? Make a check (✓) in one column for each point. Then add two new ideas.

<table>
<thead>
<tr>
<th>CHARACTERISTIC</th>
<th>REALLY IMPORTANT</th>
<th>SOMEWHAT IMPORTANT</th>
<th>NOT SO IMPORTANT</th>
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<tbody>
<tr>
<td>The size of the company</td>
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<td>Good benefits</td>
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<td>Creative work</td>
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<td>Easy commute</td>
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<td>Flexible hours</td>
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<td>Chance to travel</td>
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<td>High salary</td>
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<td>Famous company</td>
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<tr>
<td>Chance to move ahead</td>
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<tr>
<td>Number of female executives</td>
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<td>MY IDEA</td>
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<td>MY IDEA</td>
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THINK ABOUT work culture, work environment, lifestyle

GROUP EXCHANGE
Talk to your classmates. Ask for their opinions.

“Which things are important to you in a job?”
“Is/Are ____________ important to you in a job?”

When you talk, take notes. Fill in the table.

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Which opinions are most popular?
1. ________________________________________
2. ________________________________________
3. ________________________________________
Present Your Ideas

A job you want.

A WATCH Take notes on Amanda’s presentation. (Script is on page 92.)

B BRAINSTORM Think about a company you want to work for. Why do you want to apply for a job with this company? Write your ideas: 5-10 key words.

C ORGANIZE What do you want to say?

The title of your presentation:
Introduce your topic:
Your main ideas:
Your conclusion:

D PRESENT Give your presentation to a partner.

E FEEDBACK Listen to your partner’s presentation. Fill in this form.

Partner’s name: ___________________________
Title of the presentation: ___________________________
What is your overall impression? 😊😊😊😊😊😊
Did you understand the main idea? 😊😊😊😊😊😊
What are some important words from the presentation? ___________________________
What do you want to ask your partner? ___________________________
What is your reaction to the presentation? ___________________________
Other feedback: ___________________________

CONTENT
Are these statements true or false?
1. Amanda wants to do creative work at this company. T / F
2. She wants to work at this company because the salary is good. T / F
3. She feels women have a good chance to succeed in this company. T / F
4. She is concerned about the environment. T / F

YOUR REACTION
Work with a partner. Ask and answer these questions.
1. What parts of Amanda’s presentation were interesting for you?
2. Amanda explained why she liked a company. Are those things important to you? What qualities are you looking for in a company or a place to work?
3. What was effective about Amanda’s communication style?