

**Task 1**

Choose the correct answers in the following sentences.

- I'd like to **add** / **review** / **keep** your offer. Let's talk tomorrow, shall we?
- They didn't pay me for working overtime, but I was given some time off **in** / **on** / **of** lieu of that.
- I'm afraid the number you mentioned is **off** / **out** / **out of** our range.
- The company would like to make a **count** / **counter** / **counting** offer to what you suggested.
- Is there any **room** / **house** / **home** to negotiate?
- Could you tell us if the number is **fluent** / **bendy** / **flexible** at all?

**Task 2**

Complete the sentences with the correct words. The first letter is given.

- They add some benefits **along with** the base salary.
- Hiring Stanley definitely **added value** to the team.
- I think we should keep this in our **back pocket**.
- Karen asked for a pay raise but was offered some perks **in lieu** of it.
- We're not saying that the number is out of the company's **range**, but we need some time to **review** your request.
- Since he said the number is not **flexible**, I don't see any **room** to negotiate.

**Task 3**Match the sentences (1–6) with the right vocabulary words (a–g).  
There's **one** extra option.

- I'd like to get a higher salary this year.
- They withhold some money from my paycheck for the gym membership and health insurance.
- So, this is the amount we pay per hour.
- You get part of the money for every car you sell.
- This is the yearly pay, not including benefits and bonuses.
- You get extra money at the end of each quarter if you manage to reach the targets.

Which person is talking about

- a base salary? **5**
- a pay raise? **1**
- commission? **4**
- overtime pay? **\_**
- performance-related pay? **6**
- a pay rate? **3**
- salary deductions? **2**