

Negotiating a Salary



Category: ✓ Business English | **Topic:** ✓ Work, Money | **Media:** ✓ Video

Level: ✓ B2-C1 Upper-Intermediate / Advanced | **Grammar:** ✓ Mixed Grammar | **Learning Focus:** ✓ Listening, Speaking, Vocabulary



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 **a** _____ **w** _____ the base salary.
- Hiring Stanley definitely **a** _____ **v** _____ to the team.
- I think we should keep this in our **b** _____ **p** _____ .
- Karen asked for a pay raise but was offered some perks **i** _____ **i** _____ of it.
- We're not saying that the number is out of the company's **r** _____ , but we need some time to **r** _____ your request.
- Since he said the number is not **f** _____ , I don't see any **r** _____ to negotiate.

**Task 3**

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

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

Which person is talking about

- a) a base salary?
- b) a pay raise?
- c) commission?
- d) overtime pay?
- e) performance-related pay?
- f) a pay rate?
- g) salary deductions?