

Vocabulary training

A Starter – Before you listen, discuss the meaning of the following key words with the person sitting next to you and try to give a definition in English.

- 1 union _____
- 2 government _____
- 3 merger _____
- 4 agreement _____

B Airline merger interview – Please write the words from the box in the appropriate gap. Then check your answers with the tape script in Ex 21 at page 7 of the KEY booklet.

schedule – finalized – CEO – loss – mergers – federal – administration – progressing – profit
 – share – negotiations – rose – agreement – steam – covered – prices – bookkeeping – deal
 – stock – labour

- J Ladies and gentlemen, welcome to our radio show, «Business as it is Today». We have Doug Steenland, the _____ of Northwest Airlines, with us today to tell us how things are going in their merger with Delta Airlines. Welcome to the show Doug. **CEO**
- D Thank you for having me, Jane,
- J How is the merger _____ at the moment? **progressing**
- D Well, we are within the timetable we set up. We think the merger will be _____ during the fourth quarter of the year, by the end of the year for sure. **finalized**
- J How can you be so confident? Doesn't the _____ government have anything to say about it? **federal**
- D Oh, yes, but both Delta and we have satisfied all the demands for information that the government has asked for. We want to have this finished before the next presidential _____ takes office in January. **administration**
- J You don't seem to agree with the analysts, who say you had a _____ of \$377 million in the second quarter. **loss**
 Why is that?
- D Because there were certain health costs, which were _____ by the group insurance, but went through our _____. If we subtract them, then we actually had a _____ of \$170 million. **covered**
bookkeeping
profit

- J Financial analysts predicted a loss of \$0.54 a share, mainly because of the high petrol _____. However, the price per _____ only went down by \$0.30. **prices**
share
- D Yes, and by Wednesday in trading at the _____ market, Northwest stock actually increased by \$1.38, that is, it _____ in value by 15.2% on a day when oil prices were still rising. We were glad it finished the day at \$10.46 a share. **stock**
rose
- J Do you think this confidence is because of the merger?
- D Yes, that's the most logical reason. There is no question in anybody's mind. This merger is going to go through. However, there's always a special challenge in airline _____. **mergers**
You never know what problems lie ahead.
- J You're right. We've seen that happen many times. All the different _____ unions start causing the biggest problems. How are the _____ going in this respect? **labour**
negotiations
- D Right, especially the pilots' union are a major problem that we seem to have already solved. We have a temporary labour _____ with them based on a four-year _____. **agreement**
Actually, the pilot union is _____ voting **deal**
on it this week. So we feel everything is going in the right direction and on _____.
- J Well, it sounds like it is full _____ ahead! Thank you, **schedule**
Doug, for the positive news. We'll be back with our next guest, Mr **steam**
John Ascot from Ascot Steel after this break. Please stay with us.

→ Now write the German meaning of these expressions on the dotted line on the right.

TIP Teachers may wish to do a Definition Bingo using the words in the box.

Students draw a grid with 3 lines and 4 columns on a piece of paper – or at the bottom of this page –, then accordingly select 12 words from the box randomly and fill them in the grid.

Now the teacher *defines* the terms and the students tick the expressions off in their grid.

Whenever a line is complete, students who have it can shout *Bingo*. Then the quickest one has to read out the words on that line for the teacher to check.

Motivation may rise if a prize is offered.

→ **Easy:** all the teacher has to do is randomly numbering the words in the box!

And of course think of definition models such as "This is a person who ..." (CEO) or "The next word is a kind of talk which ..." (negotiation) etc.