

Short Business Decisions

(CD 2 TRACK 28) ♦ [FULL TEXT 198]

Introduction ❁

Both the owner of a small business and a top executive of a large corporation have to make difficult decisions which will affect the business for better or worse. Decision making is the boss's job.

Note Taking ❁

Listen as your teacher reads three different situations where the boss must make a decision. Take notes. With a partner, check your notes and decide what the boss should do.

Situation 1

Julia

Margaret

Richard

Situation

Decision

Situation 2

Charles

Town official

Situation

Decision



Situation 3

Jack

Louise

Situation

Decision

Discussion ✿ *With a partner, discuss the following questions.*

- ◆ Do you think that giving bribes to officials is a common practice in many countries?
- ◆ Have you ever had to make an important decision? Tell your partner about it.

Follow up ✿ *Choose one of the following.*

1. With your partner, create a business scenario where the boss has to make a decision. Act it out for the class and have them make the decision.
2. Write about a difficult decision you had to make.

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Situation 1

Julia is the manager of Robil's Ice Cream Café. In spite of the weak economy, people seem to be eating more ice cream, and business is up by 20%. Julia needs to hire one more employee to work nights and on weekends. Julia's former high school friend, Margaret, needs a job and applies for the position. She has never worked in an ice cream store before. Previously she had been a clerk in an office. Richard has also applied for the job. He has had experience working in a similar store and has excellent references. Who should Julia hire?

Situation 2

Charles, owner and president of the Welland Construction Company, has the opportunity to get a contract to build an addition to an elementary school. The contract is for two and a half million dollars. The problem for Charles is that the official who will make the final decision has asked for a payback of \$15,000 in return for giving him the contract. Charles has never faced this situation before. What should he do?

Situation 3

Jack is the CEO of an international bank. There is an opening for an overseas position. The person who is chosen would become a senior executive and earn a large salary. After interviewing nine employees Jack is convinced that Louise, who has worked for the bank for five years, is the best candidate. Louise is 35 years old. She has a husband who is a technical writer and works from home, where he helps to take care of their two small children. She is a valuable member of the company and has indicated that she might leave if she doesn't get the job. The problem is that she might not be well received in the country she is going to, where there are very few women in high positions and the bank could lose business. What should Jack do?