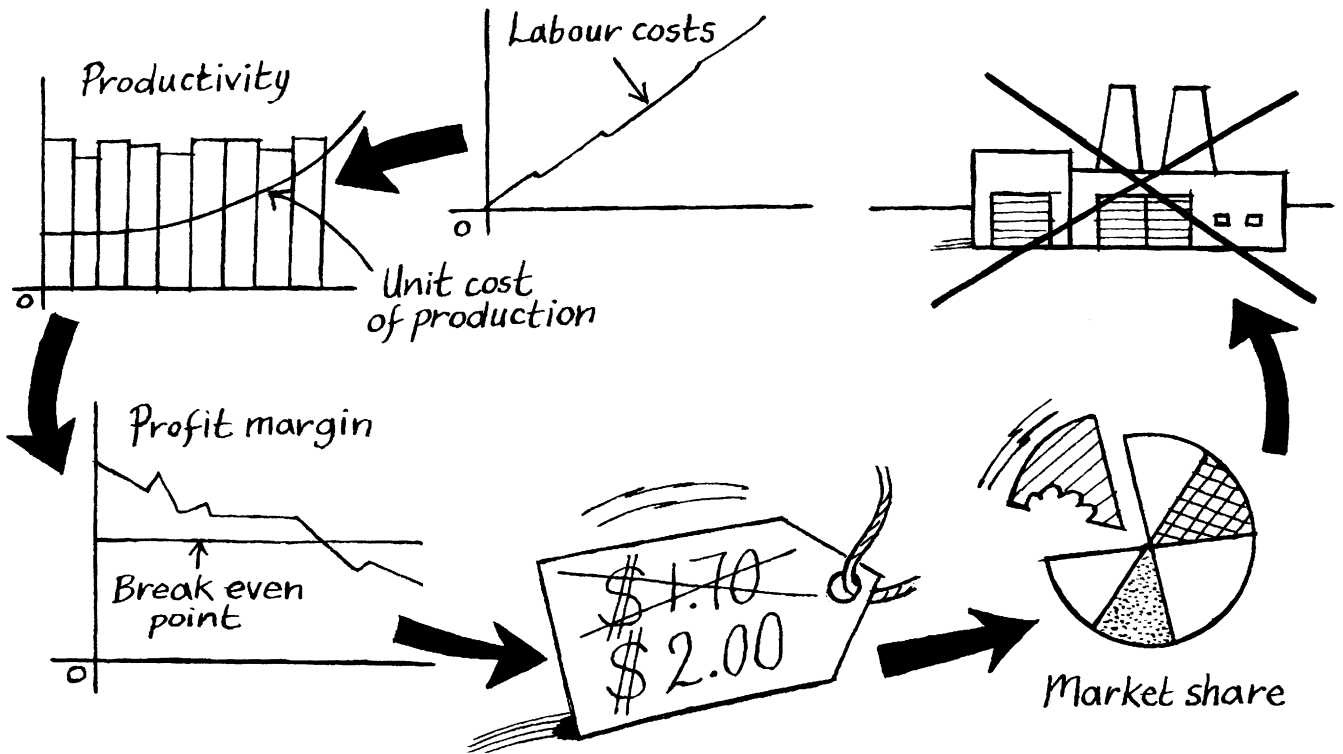


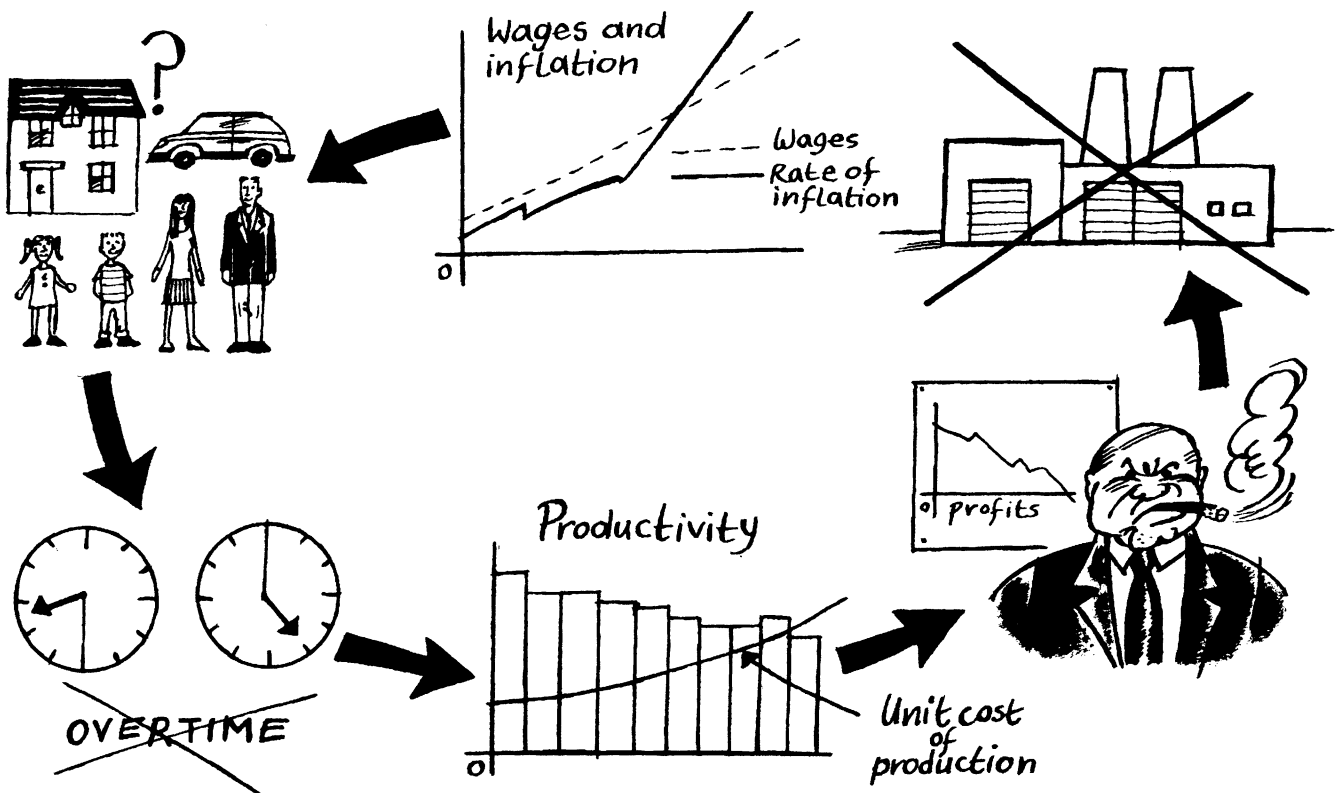
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Wage negotiation

Wage negotiation: the management team



Wage negotiation: the workers' representatives



# Wage negotiation

## Worksheet

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NOTE: This is not a fully fledged simulation; the students do not have information about the company's financial position, current pay levels, history of industrial relations or any one of a hundred other necessary pieces of information. It should be approached light-heartedly as a useful and fun, but brief, activity.

### ACTIVITY

Pairwork and groupwork: speaking

### AIM

To simulate a wage negotiation.

### GRAMMAR AND FUNCTIONS

First conditional

### VOCABULARY

*labour costs, productivity, unit cost of production, profit margin, break-even point, market share*

### PREPARATION

Make one copy of the worksheet for each pair of students in the class and cut it in two as indicated.

### TIME

15-20 minutes

### PROCEDURE

- 1 Write the following on the board.

reduce publicity budget = sales go down  
 no pay increase = go and work for the competition  
 lose money next year = close the company  
 improve product quality = increase sales  
 don't finish the job on Friday = pay a £10,000  
 penalty

- 2 Ask the students to use the ideas to make sentences with *if*. For example, *If we reduce the publicity budget, sales will go down*. You can either do this as a whole class activity, eliciting and drilling different possibilities, or ask students to work in pairs to do it.
- 3 Tell the students that they are going to practise a wage negotiation.
- 4 Divide the class into two equal groups of management and worker's representatives. Put them at opposite ends of the room.
- 5 Give out the worksheets, giving each person in the management group a copy of 'Wage negotiation: the management team', and each person in the workers' representatives group a copy of 'Wage negotiation: the workers' representatives'.
- 6 Give the students a few minutes to work together in small groups interpreting the worksheets and deciding what they have to say in the negotiation. They should also decide on their demands and offers.
- 7 Ask the students to work in groups of four - two from each team - to negotiate for a maximum of ten minutes.