

Answer key

1 Building a career

1.1 About business The education business

1 telemarketing, personal referrals, weekends at Harvard, mail shots, travelling shows

- 2**
- 23,000 applications for the new academic year
 - 9% of applications were accepted
 - 80% ultimately decided to attend
 - 10% of admitted students came from abroad
 - 35 staff in Fitzsimmons' team
 - \$43,700 – the annual tab for tuition, room and board
 - \$60,000 – parents who make less aren't expected to pay
 - 8000 alumni volunteers

- 3**
- Purchase high school juniors' names from examination boards.
 - Send 70,000 or so letters to high school juniors.
 - Visit 140 US cities and travel to other countries.
 - Send out 8,000 alumni volunteers to identify possible candidates.
 - Sort applications and give a score from one to six.
 - Local subcommittees discuss the case for and against each candidate.
 - Professors, alumni, and students lobby successful candidates by phone.
 - Invite applicants to spend a weekend at Harvard in April.

- 4**
- speaker 3
 - speaker 1
 - speaker 4
 - speaker 2

1.2 Vocabulary Education and career

- 1** gain 2 acquire 3 improving 4 boosting 5 have
6 going to 7 making 8 receive 9 obtain 10 enhance

2 I worked in several departments and gained knowledge about all aspects of the business.
I believe this job will allow me to acquire new skills and boost my earnings.
My gap year in the States definitely improved my employability, and working for IBM certainly enhanced my CV.
On my Business Studies course I received tuition from practising managers and obtained experience on work placements.

- 3**
- finance
 - arrange
 - borrow
 - support
 - obtain
 - win
 - subsidise

4 Student A:
I wasn't a very motivated student when I was younger, so I failed my exams in 1999 and had to retake them the following summer. I'd already decided I wanted to take a gap year then go to business school, so this time I completed all the coursework and revised thoroughly; I passed easily. I spent a year abroad as an assistant in a secondary school and then went to business school – I'd already applied and successfully attended an interview before revisiting my exams.
In my second year as an undergraduate, I spent a semester as an intern at Hewlett Packard, which was very rewarding. In fact, I went straight into a job at HP after I graduated the following June. They encouraged me to do a Master's degree by correspondence – I just have to finish writing a dissertation. I need a break now, but I may take a sabbatical to study for an MBA in a few years' time.

5 Student B:
I wasn't a very motivated student when I was younger, so I had to retake my exams in 2000 after I failed them the year before. I'd already decided that before going to business school I wanted to take a gap year. I passed easily because this time I completed all the coursework and revised thoroughly. I'd already applied and successfully attended an interview at a business school, so after revisiting my exams I spent a year abroad as an assistant in a secondary school.
I spent a semester as an intern at Hewlett Packard in my second year as an undergraduate, which was very rewarding. In fact, after I graduated the following June I went straight into a job at HP. I'm now writing a dissertation for a Master's degree by correspondence which HP encouraged me to do. I may take a sabbatical to study for an MBA in a few years' time, but I need a break first.

- 6**
- contacted
 - presented
 - recruited
 - trained
 - met
 - succeeded
 - designed

- 8** implemented
9 managed / motivated
10 motivated / managed
11 chained
12 drew up

- 13**
- to be resting, to take a sabbatical
 - to be laid off, to be made redundant
 - to be promoted, to join a company
 - to quit, to give in your notice
 - to be on assignment, to be transferred
 - to be suspended, to be dismissed

- 14**
- He's intending to quit his job because his company keeps giving him assignments in different countries. He needs to give in his notice three months before he can leave.
 - She was laid off when they modernised the company, then made redundant when they couldn't find any work for her.
 - He's been suggested for not wearing a safety helmet, but he thinks the company want to dismiss him.
 - He joined the company four years ago and has just been promoted.
 - She's on secondment in Paris, and she's being transferred to Vancouver.
 - He's resting at the moment, and considering taking a sabbatical to write a book.

Name: Bob	Name: Lucy	Name: Mel
Problem: Started up successful electronics company. Resigned when he disagreed with his CEO. Sell shares? What next?	Problem: Previously worked as assistant teacher. Promoted when she wrote stories at work. Do creative writing course, or look for another job?	Problem: Designed and sold product to local govt. when in high school. Drop out of prestigious business school to start own business?

1.3 Grammar Tense review

1 When I left school I wasn't sure what to do next. I had applied for a place at university, but while I was revising for my exams I had already decided that I didn't feel ready for university. I had read a lot about East Africa, and one day when I was watching a TV documentary about Ethiopia, I suddenly knew that that was where I was going. In fact it was while I was working with an NGO in Ethiopia that I became interested in business.

- 2**
- have just finished
 - am currently working
 - consider
 - has left
 - have agreed
 - have been designing
 - have been looking
 - seems

- 3**
- If I get the job, I will try to make myself available as soon as possible, but I wouldn't be able to start immediately unless HPC agreed to let me go.
 - You see, if I make a commitment, I do my best to respect it.
 - If by any chance the job were based in Kenya, I would take it anyway, even though I'd prefer to use my Ambulic.

4 In the short term, I hope (1) I'll become a department manager quite quickly. We learn a lot about management on the MBA, and (2) I'm going to put the theory into practice as soon as I can. On the personal front, (3) I'm getting married next June; over the next couple of years my fiancé (4) is going to write TV and movie scripts, so (5) he is going to be totally mobile and happy to move as necessary.

- 5** Exercise 5
- | | |
|---------------|--------------------|
| usually | present simple |
| currently | present continuous |
| always | present simple |
| at present | present continuous |
| at the moment | present continuous |
| often | present simple |

- 6** Exercise 6
- | | |
|-----------|-----------------|
| ever | present perfect |
| in | past simple |
| never | present perfect |
| ago | past simple |
| already | present perfect |
| (not) yet | present perfect |
| when | past simple |
| just | present perfect |

Vistas Third Edition Workbook Answer Key

DP Hallahan



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Table of Contents Vistas Third Edition Workbook Answer Key

1. Understanding the eBook Vistas Third Edition Workbook Answer Key
 - The Rise of Digital Reading Vistas Third Edition Workbook Answer Key
 - Advantages of eBooks Over Traditional Books
2. Identifying Vistas Third Edition Workbook Answer Key
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Vistas Third Edition Workbook Answer Key
 - User-Friendly Interface
4. Exploring eBook Recommendations from Vistas Third Edition Workbook Answer Key
 - Personalized Recommendations
 - Vistas Third Edition Workbook Answer Key User Reviews and Ratings
 - Vistas Third Edition Workbook Answer Key and Bestseller Lists

5. Accessing Vistas Third Edition Workbook Answer Key Free and Paid eBooks
 - Vistas Third Edition Workbook Answer Key Public Domain eBooks
 - Vistas Third Edition Workbook Answer Key eBook Subscription Services
 - Vistas Third Edition Workbook Answer Key Budget-Friendly Options
6. Navigating Vistas Third Edition Workbook Answer Key eBook Formats
 - ePub, PDF, MOBI, and More
 - Vistas Third Edition Workbook Answer Key Compatibility with Devices
 - Vistas Third Edition Workbook Answer Key Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Vistas Third Edition Workbook Answer Key
 - Highlighting and Note-Taking Vistas Third Edition Workbook Answer Key
 - Interactive Elements Vistas Third Edition Workbook Answer Key
8. Staying Engaged with Vistas Third Edition Workbook Answer Key
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Vistas Third Edition Workbook Answer Key
9. Balancing eBooks and Physical Books Vistas Third Edition Workbook Answer Key
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Vistas Third Edition Workbook Answer Key
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Vistas Third Edition Workbook Answer Key
 - Setting Reading Goals Vistas Third Edition Workbook Answer Key
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Vistas Third Edition Workbook Answer Key
 - Fact-Checking eBook Content of Vistas Third Edition Workbook Answer Key
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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