



This week...

Fiona has been offered a promotion and she's trying to understand the benefits and perks. She's asking Akio for advice.

Lesson Objectives...

- Understanding benefits and perks
- Deliberating options

Business English Conversation

Advanced Class

Warm Up – Topic Question



What are some benefits and perks you have at your job?

Why does she look so surprised?



B



Why do they all look so pleased?

A



Fiona	Hello, Akio. I've been offered a promotion and I'm trying to understand all the benefits and perks.
Akio	Hey, Fiona. That's great news. How can I help?
Fiona	I don't understand the difference between benefits and perks.
Akio	It can be a bit confusing. A benefit is part of your salary, such as pensions, healthcare, sick pay or paid leave.
Fiona	Right. That makes sense. So, what are perks?
Akio	Perks are bonuses like discount travel fares, rewards for good performance, gym memberships and so on.
Fiona	They are also giving me a company car! Is that a perk or a benefit?
Akio	It's an excellent perk. Make sure you take good care of it though.

They are also giving me an extra two weeks off paid leave every year!

1. I've been offered
2. I don't understand the difference between and
3. They are also giving me
4. Make sure you



Role Play – Benefits and Perks

Student A has been offered a promotion. He/she asks his/her HR rep, **Student B** about what benefits and perks may come with the position.



Student A: Ask **Student B** about the benefits and perks of your new position.

Student B: Explain to **Student A** what benefits and perks his/her new position comes with.

Key Phrases

- I want to know about the perks and benefits of my new role.
- Will I get a?
- Is there any chance I will get a company car?
- Is my salary going to increase?
- Your new position entitles you to a few perks and benefits.
- You'll be able to have
- You can expect a salary increase.
- The company will provide you with a
- *Other*

Benefits and Perks

- company car
- corner office
- paid leave
- health coverage
- overseas trips
- increased salary
- executive lounge access
- *other*

Agree or Disagree



1. Japanese employees should always take their annual paid leave.
2. The more perks and benefits an employee has the harder they should work.
3. There should be more perks for lower level staff.

- In your opinion, what are the best perks and benefits?
- Do you wish your job had more perks and benefits?

- benefit - *Telecommuting has its **benefits**.*
- company car - *My **company car** is very stylish.*
- corner office - *I've always wanted to have a **corner office**.*
- healthcare - *Our company provides great **healthcare**.*
- performance - *We will review your **performance** quarterly.*
- perk - *Overseas trips are a great **perk**.*
- promotion - *Your **promotion** comes with a higher salary.*