



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

**Super Class**

# Warm Up – Topic Question



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

# Picture Description

Why does she look so surprised?



B



A



<b>Fiona</b>	Hello, Akio. I've been offered a promotion and I'm trying to understand all the benefits and perks.
<b>Akio</b>	Hey, Fiona. I'm really happy for you. What are you unclear about?
<b>Fiona</b>	<b>I don't get the difference between</b> benefits and perks.
<b>Akio</b>	It can be <b>a touch confusing</b> . A benefit is something that is considered part of your salary, such as pensions, healthcare, sick pay or paid leave.
<b>Fiona</b>	Right. <b>I'm with you</b> . So, what are perks?
<b>Akio</b>	Perks are bonuses such as discount travel fares, rewards for good performance, gym memberships and things like that.
<b>Fiona</b>	They are also going to let me use a company car! <b>Does that count as</b> a perk or a benefit?
<b>Akio</b>	It's a perk. And a good perk at that. Take good care of it though.

## 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.

### 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*



Talk about one of the following topics for one minute:

1. The amount of paid leave offered by Japanese companies.
2. The pros and cons of having a company car.
3. Perks and benefits as a reward for good performers.

\*Other students in the class, ask one question each to the presenter after the speech

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

I really like the **fringe benefits** at my new job!



**fringe benefit** – a non-monetary perk, incentive, or benefit for working a job that is given in addition to one's normal wage or salary

- A good parking spot by the entrance is a good **fringe benefit** of this job.

**sabbatical** – a period of paid leave granted to a university teacher or other worker for study or travel, traditionally one year for every seven years worked

- One of the best benefits of this job is that they offer us **sabbaticals**.

**first class lounge** – a premium, luxury lounge for first class travelers or members, especially at an airport

- My company has given me a **first class lounge** member's card for all my business trips!