

TAPESCRIPT 1

Speaker 1:

When I was 14, I was hired for an after-school job selling subscriptions for my home-town paper. I was sent to some of the city's worst neighbourhoods to solicit door-to-door. Even though I was often scrambling around after dark in bad areas searching for garage apartments, I was grateful for the work.

I was challenging because people didn't like a stranger knocking at the door, especially a kid trying to get them to buy something. I was soon among the top subscription sellers and, like other successful salesmen, was given responsibility for training newcomers. Around this time I started playing the harmonica and guitar. Before long I was playing in a band at chili cook-offs and other events. When I turned 18, I focused my attention on becoming a professional musician. I never lost sight of this dream. I'm sure my perseverance came from what I learned knocking on strangers' doors.

Speaker 2: My first real long-term job was at a local diner called the Buttercup Bakery. I worked there for seven years and learned so many lessons from my colleague, Helen. She was in her 60s and had incredible self-respect, something I was lacking. I looked up to Helen because she was doing what she loved – serving people – and nobody did it better. She made everyone smile and feel good, customers and co-workers alike. Thanks to the newfound confidence I picked up from Helen, I dreamed of having my own restaurant.

My first job changed my life. One of my regular customers was Tom Brown, an electronics salesman. I shared my dream with him and one day he handed me a check of \$50,000 with a note that I have to this day. It reads, "The only collateral on this loan is my trust in your honesty as a person. Good people with a dream should have the opportunity to make that dream come true.

I took the check to Merrill Lynch where the money was invested for me. Soon I found myself thinking about what it would be like to be a stockbroker. After great deliberation I decided to apply for a job at Merrill Lynch. Even though I had no experience, I was hired and ended up becoming a very good broker. I paid back Tom and five years later I was able to open my own firm.

Speaker 3:

Both my parents come from towns in Mexico. When I was four, my family moved to east Los Angeles. Even though we struggled to make ends meet, my parents stressed to me and my four brothers and sisters how fortunate we were to live in a great country with limitless opportunities. They imbued in us the concepts of family faith and patriotism.

I got my first job when I was ten. My dad injured his back working in a cardboard-box factory and started cleaning the parking lot in the local shopping centre. To pick up the trash, Dad used a little machine that looked like a lawn mower. Mom and I emptied garbage cans and picked up litter by hand. I did it for two years, but the lessons I learned at an early age have lasted a lifetime. I acquired discipline and a strong work ethic. This really helped during my senior year of high school, when I worked 40 hours a week flipping burgers at a fast food joint.

The hard work paid off. I attended the US military Academy and went on to receive graduate degrees in law and business from Harvard. Later, I joined a big Los Angeles law firm and was elected to the California State Assembly.

Speaker 4:

I was 17 and my job was to try to keep 80 fairly active 10-, 11- and 12-year-olds from killing one another or themselves. Among other activities, I would take them camping in the woods outside Dover Plains, NY. I was a suburban kid, and a wonderful thing about the job was that it exposed me to different people: kids from the inner city and college students from exotic places like Minnesota.

Being out in the woods with the kids was a little scary. I suddenly realized these were actually somebody's children, and I was responsible for them. Not one of them to my knowledge ever died on me, although occasionally there were bee stings. I found myself being an authority figure because I had to. The experience was the biggest test of responsibility I had ever faced.

When I returned to high school after that first summer; it seemed a lot less intimidating than before. Plus, I had earned \$ 375 , which after trips to the camp candy store was down to eight cents clear profit.

TAPESCRIPT 2

It's three o'clock and time for this week's edition of lab spotlight with Zack Desnond.

Zack: Hello everyone and welcome once again to Job Spotlight. In today's programme we'll be looking at job opportunities in the legal profession. From your letters and e-mails I know this is a career that a lot of you are considering, so we've also put together a factsheet which you can download from our website. Now, as usual we have several guests here to help us unravel some of the mysteries of this particular profession. My first guest in the studio today is top lawyer EmilyWaterstone.

Emily: Hello.

Zack: Hello. Welcome to the programme, Emily. Now, you're a barrister, aren't you? Yes, a criminal barrister. Can you tell us exactly what a barrister does?

Emily: I'll do my best. Actually, I think most people are familiar with barristers from TV and films. We're the people who stand up in court and present the case for the prosecution or on behalf of the accused, that's the person accused of a crime.

Zack: Don't all lawyers do that?

Emily: Not really. In Ensland only a small proportion of lawyers work in court. Most lawyers work in offices helping people buy houses, make their wills, get divorces - that kind of thing.

Zack: You said you were a criminal barister. Does that mean you work for crirninals?

Emily: Now, not exactly. It means I work in criminal law rather than civil law.

Zack: So what's the difference?

Emily: Criminal law is to do with actual crimes- murder, arson, robbery and so on. Civil law isn't about crimes at all. It's the law that governs things like contracts, inheritance, business, things like that.

Zack: So, you wouldn't be able to help me if I wanted to get a divorce

Emily: I'm afraid not. Well, not unless divorce suddenly became a crime.

Zack: Right. Now for our listeners who are thinking about becoming barristers, what sort of qualities do you think a good barrister needs?

Emily: The main one is self-confidence, I think. You've got to look like you know what you're doing. And communication is very important, especially in court.

Zack: I suppose a good understanding of human nature comes in useful.

Emily: Yes, and a good memory helps, too.

Zach: OK. Let's talk about the training you need to do...

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