**Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_**

**Part 1**

**Vocabulary**

**Circle the best answer to complete each sentence.**

1. Statistically, there is a high incidence of \_\_\_\_ minorities from various cultures who own franchises.

A) restrained

B) ethnic

C) rational

D) adequate

2. Instead of going to college after high school, some people take a less traditional \_\_\_\_ and work in a restaurant franchise.

A) regime

B) route

C) sum

D) grant

3. When you purchase a franchise, you are \_\_\_\_ the right to use a name and sell products or services.

A) acquired

B) routed

C) preceded

D) granted

4. It’s important to make \_\_\_\_ decisions when starting a business, but it also should be a business you feel passionate about.

A) adequate

B) rational

C) reversal

D) collapsible

5. Successful business owners follow a strict \_\_\_\_ that includes regular employee training and retraining.

A) regime

B) restraint

C) sum

D) grant

6. Sometimes it makes sense to pay for a franchise in one lump \_\_\_\_; other times it’s better to borrow from the bank and make payments.

A) publication

B) reversal

C) grant

D) sum

**Circle the correct word form to complete each sentence.**

7. The money wasn’t \_\_\_\_ to buy the franchise.

A) adequate

B) adequately

C) inadequately

D) adequacy

8. In my opinion, he’s too shy and \_\_\_\_ to run a successful restaurant franchise.

A) restrained

B) restrain

C) restraint

D) unrestrained

9. The decision was \_\_\_\_; they simply couldn’t change it.

A) reversal

B) reverse

C) reversible

D) irreversible

10. She’s just opened a shop selling \_\_\_\_ bikes.

A) collapse

B) collapses

C) collapsed

D) collapsible

**Use five of the words in the box to complete the sentences.**

acquiring collapse ethnic grant

nuclear precede publications regimes

routing restraint rational sum

11. Many people don’t realize that \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ power can occur in space; it’s not only on Earth.

12. There are a number of helpful \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for franchise owners that give advice on how to grow your business.

13. When \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ a franchise business, it’s a mistake to rely solely on the franchise name and products or services.

14. Careful analysis must \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ any franchise purchase.

15. Even businesses with \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ business plans collapse if the location isn’t right.

**Part 2**

**Listening**

**Listen to the lecture. Circle the best answer to complete each sentence.**

16. The speaker is talking about \_\_\_\_.

A) how to buy a franchise

B) doing good deeds for others

C) successful businesspeople

D) how to make a billion dollars

17. When you pay it forward, to pay back a kind act done to you, you \_\_\_\_.

A) do something good for that person

B) stop the good-deed chain

C) get a grant for college tuition

D) do something good for someone else

18. A man in California started off a \_\_\_\_ chain.

A) coffee-buying

B) kidney-donation

C) claim-check

D) parking-meter

19. The guest speaker suggests more \_\_\_\_ should pay it forward.

A) people in the community

B) students

C) small businesses

D) colleges

**Listen to the interview again. As you listen, complete the T-chart with the correct word or phrase.**

|  |  |
| --- | --- |
| **Tips** | **Persuasive language** |
| 1. Think about giving when you  (20.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ your business. | Giving money or time at the start of your business is a (21.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |
| 2. Improve your community. | This is an (22.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to improve your employees’ lives as well. |
| 3. Remember your roots. | Don’t (23.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to honor your past slip by. |
| 4. You will (24.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ want to involve your team. | Getting your employees involved in giving is (25.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. |

**Read the sentences about facilitating a group discussion. Choose the best phrase to complete the sentence. Circle the best answer.**

26. That’s a very interesting point, but \_\_\_\_?

A) would you like to add anything

B) can we get back on topic

C) how would you respond

D) what do you think about it

27. I can see your point. Would \_\_\_\_?

A) you respond

B) anyone else like to chime in

C) you think about it

D) you get back on topic

28. Thanks, Michaela. Roger, \_\_\_\_ about hiring incentives?

A) can we get back on track

B) how would you respond

C) would anyone else like to add something

D) what do you think

29. \_\_\_\_ insurance for small businesses.

A) Let’s get back on

B) Please add

C) Remember, we were discussing

D) Please respond to

30. Thank you, Sarah. Would you \_\_\_\_, Marcus?

A) like to add something

B) respond

C) think about it

D) keep the discussion on track

**Part 3**

**Speaking**

**Write notes for a two-minute speech about franchises or small businesses. Then present your speech to the class.**

* Would you ever like to own a franchise or small business? Why or why not?
* What are some pros and cons of owning a franchise, compared to owning a non-franchise business?
* What role does advertising play in small businesses?
* Do you think it’s important for businesses to “pay it forward”? Why or why not?