

1 How would you decide what remuneration to offer a new CEO? Listen to part of a business school seminar about CEOs' pay and complete the sentences.

- 1 Decisions about the salary level of a new CEO are often made by ...
a selection committee and recruitment consultant.
- 2 The new CEO's salary is decided in the following way: ...
- 3 The risk of this kind of approach is that ...
- 4 A recent report revealed that ...
- 5 The remuneration packages of CEOs might become more acceptable if ...

2 Check that you understand the following words about executive selection. Then listen again. Which three words or phrases are not in the tapescript?

trend	industry	average	pay package
remuneration	salary	consultant	peer
procedure	turnover	tenure	vacancy
choice	appointment	<u>golden parachute</u>	contract
scandal	position	benchmarking	compensation
employee	shareholder	committee	share option
golden hello	selection	comparison	

Writing

Look at the notes in response to Harry's request and write the advert. ~~Then write your own advert for the position.~~

Please could you write a very brief job advert for the Area Sales Manager position to send to Jane at TER Recruitment (the online recruitment agency that we use). Mention the following:

- base salary — *better than average!*
- bonus — *depending on how well you do*
- pension — *good*
- anything else you think is important.

Thanks

Harry

*working conditions?
location?
how to apply?*