

GOLD - LIVE LESSONS

Family Business

What you will learn:

Examples of family businesses
Pros and cons of family business
Idioms
Part 2 Questions
Model Answer

Warm Up

Fill in the gaps in these sentences with **ONE** word.

1. I'd love to work with my uncle because he is _____
2. Working with my family means I probably have stronger job _____

Answers at bottom of PDF

Examples of Family Businesses

Which of these is a family business?

1. Samsung - chaebol
2. Wal-Mart
3. BMW
4. Ford
5. The Body Shop

Answers at bottom of PDF

We often call a small family business run by a husband and wife, a **Mom and Pop store.**

Typical these may be

- Restaurants
- Supermarkets
- Convenience stores
- Bookshops

Would you work with a family member? Why? Why not?

Here are some of your answers from the poll

Yes, they are reliable.

Not sure. I am strongly convinced that all is possible, depending on the personal beliefs and convictions.

Yes, I work as a veterinarian, and my boyfriend has helped me a lot in navigating the challenging conditions of the animal hospital.

No. You then don't have your own freedom to do something. Also it can create some unusual disturbances in the relationship!

I used to work with my family, but right now, I work on my own.

I wouldn't work with a family member, because sometimes is difficult to maintain a healthy work-life balance.

Yes, because we probably have the same goals.

It depends on their personality. If she/he is easy to collaborate with, I will work with them. And they have the abilities to do it. But if they lack ability, I will say no.

No, I would rather not. It's so complicated and it may cause internal conflicts which can lead to breaking the relationship between family members.

Yes, if they share the same passion as me.

I want to work with my sister because she has a strong sense of marketing, excellent communication skills, and a degree in economics. Business is very much about marketing and communication.

I prefer to work with the family member as I will get full support from family.

Working with Family Members: Discussion

What are the pros / advantages of working with a family member?

Pros / advantages of working with a family member

- You can **trust** them / they are more **trustworthy**.
- They have a **vested interest** in the company.
- They probably have the same **values** and **mission**.
- Greater **job security**. Your job is more **secure**.
- Strong sense of **loyalty**

Learning Tip: Try to learn some word families (n.v. adj. adv.)

Cons / disadvantages of working with a family member

- People may think you are using **nepotism** (=favouritism)

Sometimes you may hear these expressions to refer to this idea of nepotism.

Keep it in the family
The old boy's network

- It's hard to point out their **flaws** (=mistake)
- You **take your work home** with you
- Workers won't speak freely about a member of your family
- It's hard to **vent your frustrations** (=release your anger) with them

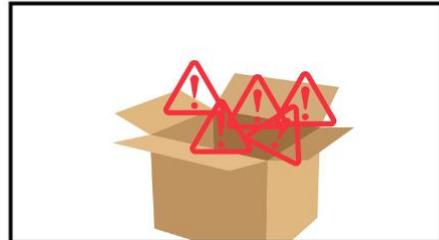
IELTS Speaking IDIOMS about Family Business

Guess the idioms!

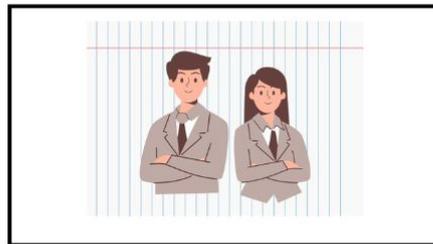
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Answers at bottom of PDF

Common Questions for IELTS Speaking Part 2

Describe a family member who you want to work with in the future.

Describe a time when someone gave you positive advice on your work or studies.

IELTS Vocabulary: Family Business

Describing family members

My **siblings** (brothers and sisters)

My **in-laws** (Your spouse's family. E.g. brother-in law, sister-in-law, mother-in-laws)

My **aunts, uncles and cousins**

My **relatives**

I would like to **go into business** with my ____

I would like to **start a business** with my ____

To **work with** someone

To **work alongside** someone (*=next to*)

To **work hand in hand** with someone (*=work very closely with...*)

I'd love to work with my ____ because he/ she is ____

I'd love to work with my ____ because they are ____

- Ambitious
- Knowledgeable
- Reliable
- Trustworthy
- Approachable = easy to get on with

I'd love to work with my ____ because we ____

- We have complementary skills sets (*different skills that go well together*)
- He's a **big picture person** and I'm a **detail person**
- I'm a **numbers person**, he is a **people person**.
- We are like chalk and cheese (*we are opposites*)

IELTS Speaking Part 2: Model Answer

Describe a family member who you want to work with in the future.

1) Watch the Model Answer and then fill in the gaps **with one word only**

1. I would like to work _____ my brother-in-law.
2. We would be on the same _____
3. He's a _____ chef
4. We _____ ideas off each other
5. I think it could _____ off

Answers at bottom of the PDF

2) Watch again and **note any useful collocations**

Script on next page

Script

Actually **if the truth be told**, I would rather not work with somebody from my family. I think it's **fraught with danger** and can **lead to** (=cause or produce) lots of problems.

However if I had to choose somebody, I think I would like to **work alongside** my brother-in-law, actually. I think in many ways we're similar, but we have different **skill sets**, so I think we would complement each other very very well.

That said, because we have a similar personality, I think when it comes to our **core values** and our mission, we would **be on the same page** and it would make things a lot smoother - I think.

So **when it comes to** the kind of business we would run, I would love to **set up** (=begin) **a restaurant** with him. He's a **seasoned chef** (=experienced), so he **knows his way around** (*knows it very well*) kitchens and he can **take care of the** cooking **side** of the business and managing the staff and because my **background is in** marketing, I can **look after** the marketing of the restaurant.

I can **develop our market** locally, I can do online **digital marketing** and help promote the business together. I've never worked with him before, but we have a fairly **sturdy relationship** (*a strong relationship*).

You know, we we **get on well** together and now and again we **bounce ideas off each other** (= share an idea with someone and get feedback).

So on the one hand, although I'm **hesitant to** (*reluctant to*) work with a member of my family. I think it could **pay off** (*it's beneficial to do - sometimes financially*) and we could **build a** really good **business** together.

My background is in _____ (= I have mainly worked in)

My background is in teaching

My background is in finance

ANSWERS

Warm Up

1. I'd love to work with my uncle because he is **trustworthy, effective, punctual, reliable, decisive, industrious, rich, on the ball, organised**

To be on the ball = to be alert, quick to understand things.

2. Working with my family means I probably have stronger job **security, satisfaction, opportunities, experience, ethics, motivation**

Examples of Family Businesses

The following are generally considered family businesses;

1. Samsung

Apparently in South Korea this is known as chaebol, a kind of conglomerate run by one large family.

2. Wal-Mart

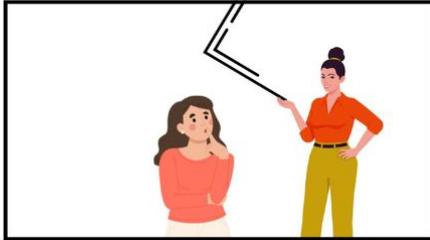
An American store, now a multinational, originally started by Sam Walton. The family still own a large proportion of the store, but not all of it.

3. Ford

The car company started by Henry Ford. Whilst no longer a real family business, apparently the family have special shares that still give them voting control.

IELTS Speaking IDIOMS about Family Business

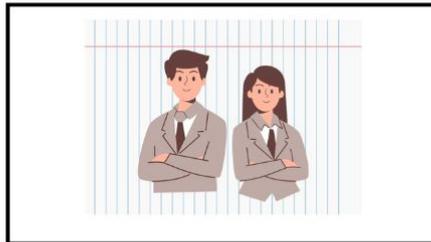
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1) To **have the edge over someone** = to have an advantage (over someone)

*Family businesses **have the edge over** large companies because they can offer a personalised service.*

2) To be **fraught with danger** = to be full of danger

*Hiring a family member can be **fraught with danger**, for example, it's near impossible to fire them if they underperform.*

3) To be **on the same page** = to agree, have the same idea

*I don't usually agree with my wife's choice of restaurant but luckily this time, we were **on the same page**.*

Other related idioms

- To be on the same wavelength = to have the same idea
- To be in the same boat = to be in the same situation
- To be like two peas in a pod = to be very similar (2 people).

IELTS Speaking Part 2: Model Answer

Describe a family member who you want to work with in the future.

1. I would like to work **alongside** my brother-in-law.
2. We would be on the same **page**
3. He's a **seasoned** chef (*=experienced*)
4. We **bounce** ideas off each other (*=share and improve*)
5. I think it could **pay** off (*=have a good result*)