

B2

MEETINGS & STATUS UPDATES

DIALOG · 2 MIN.

The Business Case for English Training · *Podcast*

A CFO wants to cut the English budget — until the head of sales calculates what poor English really costs.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/the-business-case-for-english-training>

NAME

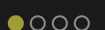
DATE

BRICK 1 · LEARN THE KEY PHRASES



Read the eight phrases with meaning and example. You will hear all of them in the episode.

ENGLISH	DEUTSCH	EXAMPLE
to justify a cost	eine Ausgabe rechtfertigen	<i>Forty thousand euros is hard to justify without results.</i>
to walk someone through something	jemandem etwas Schritt für Schritt erklären	<i>May I walk you through the numbers?</i>
tender	Ausschreibung	<i>We lost the tender in Lyon last spring.</i>
off the record	inoffiziell, vertraulich	<i>Off the record, the client told me why we lost.</i>
the presentation didn't land	die Präsentation kam nicht an	<i>The proposal was strong, but the presentation didn't land.</i>
downside risk	Verlustrisiko	<i>The downside risk of poor English is real.</i>
to work out at	sich belaufen auf, ergeben	<i>Twenty sessions work out at 250 euros per employee.</i>
budget line	Budgetposten	<i>Next to Lyon, this budget line looks small.</i>



BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

off

on

under

beside

out

up

over

- 01 The client told me afterwards, _____ the record, that our proposal was strong.
- 02 With eight people in a group, twenty _____ at roughly two hundred and fifty euros per sessions work employee.

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

- 01 Ben believes language apps are enough because the team already uses them. T ☐ F ☐
- 02 Katrin keeps the course but asks for progress reports twice a year. T ☐ F ☐

BRICK 4 · ORDER



Number the steps of the conversation (1–5).

- 01 ☐ Ben calculates the cost per employee per course
- 02 ☐ Ben reminds her of the lost tender in Lyon
- 03 ☐ Ben explains why apps train streaks, not speaking
- 04 ☐ Katrin announces she plans to cut the English course
- 05 ☐ Katrin keeps the course and asks for progress reports
- 06 ☐ Ben quotes the EU ELAN study on lost export business

BRICK 5 · YOUR VERSION



Write two sentences of your own using phrases from Brick 1.

MINI-CHECK – CAN I DO THIS YET?

- ☐ I can announce a delay politely.
- ☐ I can propose an alternative.
- ☐ I can promise written confirmation.

Listened twice and ticked everything? Then you are ready for the real conversation.

Cut-out flashcards

× Cut out, fold on the line – English in front, German on the back. Or practise digitally:

<https://www.englisch-lehrer.com/podcasts/the-business-case-for-english-training>

to justify a cost

Forty thousand euros is hard to justify without results.

eine Ausgabe rechtfertigen

to walk someone through something

May I walk you through the numbers?

jemandem etwas Schritt für Schritt erklären

tender

We lost the tender in Lyon last spring.

Ausschreibung

off the record

Off the record, the client told me why we lost.

inoffiziell, vertraulich

the presentation didn't land

The proposal was strong, but the presentation didn't land.

die Präsentation kam nicht an

downside risk

The downside risk of poor English is real.

Verlustrisiko

to work out at

Twenty sessions work out at 250 euros per employee.

sich belaufen auf, ergeben

budget line

Next to Lyon, this budget line looks small.

Budgetposten

Answer key

Check only when you have finished. Every answer comes with the **why**.

BRICK 2 · FILL THE GAPS

01 **off**

"Off the record" means unofficially, in confidence. "On the record" is the opposite: officially quotable.

02 **out**

"To work out at" means to result in a certain amount. "Work up", "work off" and "work over" mean very different things.

BRICK 3 · TRUE OR FALSE?

01 **False**

False: Ben says the apps train streaks, not speaking — deals are lost in the room, not on a screen.

02 **True**

True: the course stays, and she wants board-ready progress reports twice a year.

BRICK 4 · ORDER

- 01 **1.** Katrin announces she plans to cut the English course
- 02 **2.** Ben reminds her of the lost tender in Lyon
- 03 **3.** Ben quotes the EU ELAN study on lost export business
- 04 **4.** Ben explains why apps train streaks, not speaking
- 05 **5.** Ben calculates the cost per employee per course
- 06 **6.** Katrin keeps the course and asks for progress reports

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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