

# 9 Making a living

## Glossary

### Page 101

**9.1 make a living** (expr) /meɪk ə 'lɪvɪŋ/  
work and earn money • *Julia makes a living as a teacher.* ❖ guadagnarsi da vivere

### Reading Pages 102–103

- 9.2 academic** (adj) /ækə'demɪk/  
related to studying and thinking rather than practical work • *I enjoy painting rather than studying academic subjects like history.*  
> academic (n) ❖ accademico
- 9.3 exhausting** (adj) /ɪg'zɔ:stɪŋ/  
very tiring • *Being a working mother is exhausting because you have to go to work as well as look after your family and home.*  
> exhaust (v), exhaustion (n) ❖ estenuante
- 9.4 rewarding** (adj) /rɪ'wɔ:dɪŋ/  
making you feel satisfied because you are doing sth useful or important • *It is very rewarding for teachers when their students pass their exams.* > reward (v, n)  
❖ appagante
- 9.5 stressful** (adj) /'stresfl/  
making you feel worried and nervous • *Her new job is very stressful.* > stress (v, n)  
❖ stressante
- 9.6 well-paid** (adj) /,wel 'peɪd/  
paying a lot of money (for doing a job)  
• *A well-paid job is essential for somebody who needs to support a family.* ❖ ben pagato  
📝 Opp: badly-paid
- 9.7 hairdresser** (n) /'hɛədresə(r)/  
sb whose job is to cut, wash and style people's hair • *My hair is a mess! I'm going to the hairdresser to have it cut.* ❖ hairdressing (n)  
❖ parrucchiere
- 9.8 biologist** (n) /baɪ'blɒdʒɪst/  
sb who studies living things • *He is interested in sea creatures and wants to be a marine biologist when he grows up.* > biology (n), biological (adj) ❖ biologo
- 9.9 microbiologist** (n) /,maɪkrəʊbaɪ'blɒdʒɪst/  
sb whose job is to study tiny living things, like bacteria • *Tom received the results of his blood tests from the microbiologist.*  
> microbiology (n), ❖ microbiologo

- 9.10 conservationist** (n) /kɒnsə'veɪʃnɪst/  
sb who takes part in protecting the environment • *Conservationists are worried about the long-term effects of putting up wind turbines all over the mountains.* > conserve (v), conservation (n) ❖ conservatore
- 9.11 educator** (n) /'edʒukeɪtə(r)/  
sb who teaches people • *Basically, parents are a child's first educators who teach them their first life skills.* ❖ educate (v), education (n), educational (adj) ❖ educatore
- 9.12 entrepreneur** (n) /ɒntrəprə'nɜ:z/  
sb who starts a business in order to make money • *Mark Zuckerberg is the successful entrepreneur who started Facebook.*  
❖ imprenditore
- 9.13 thinker** (n) /'θɪŋkə(r)/  
sb who thinks seriously to come up with theories about a specific philosophical or scientific topic • *Stephen Hawking, well-known for his theories about space, was one of the greatest thinkers of our times.* > think (v), thought, thinking (n) ❖ pensatore
- 9.14 hot spring** (n) /hɒt sprɪŋ/  
a place in the ground from which hot water comes up • *In many places, people bathe in hot springs for their health.* ❖ sorgente termale
- 9.15 adaptable** (adj) /ə'dæptəbl/  
able to change • *I'm sure she'll get used to her new job quickly as she's very adaptable.*  
> adapt (v), adaptation (n) ❖ adattabile
- 9.16 space shuttle** (n) /speɪs 'ʃʌtl/  
a vehicle designed to travel into space and return to Earth more than once • *The Americans built the first space shuttle in the 1970s.* ❖ shuttle spaziale
- 9.17 microscopic** (adj) /maɪkrə'skɒpɪk/  
tiny • *The cells in our body are microscopic so you can't see them using your eyes only.*  
> microscope (n) ❖ microscopico
- 9.18 cross over** (phr v) /krɒs 'əʊvə(r)/  
to change to sth else • *In the past, jeans were worn by workers, but then they crossed over into everyday fashion.* ❖ passare
- 9.19 lab** (n) /læb/  
a room where experiments are done • *These robots have been developed in labs in Japan.*  
❖ laboratorio 📝 lab = short form of laboratory

- 9.20 leadership** (n) /'li:dəʃɪp/  
the qualities or skills to be a leader • *A good manager needs to have great leadership skills.* ❖ leadership, guida
- 9.21 mentor** (n) /'mentɔ:(r)/  
sb with a lot of experience who helps someone with less experience • *Helen's swimming coach was her mentor, who encouraged her to succeed.* ❖ mentore
- 9.22 degree** (n) /dɪ'ɡri:/  
a qualification from a university when you successfully complete your studies there • *If you have a university degree, you should be able to find a good job.* ❖ laurea
- 9.23 tank** (n) /tæŋk/  
a container for water or other liquid • *Olivia stopped at the petrol station because her petrol tank was nearly empty.* ❖ serbatoio
- 9.24 curiosity** (n) /kjʊərɪ'bsɪti/  
wanting to know or learn about sth • *Human curiosity about living things has led to many discoveries.* > curious (adj) ❖ curiosità
- 9.25 science-fiction** (adj) /,saɪəns 'fɪkʃn/  
based on imaginary scientific inventions of the future, including travel to other planets • *Star Wars was one of my favourite science-fiction films.* ❖ fantascienza
- 9.26 wreck** (n) /rek/  
a ship that has sunk • *The wreck of the Victory was discovered in 2008.* > wreck (v) ❖ relitto 📖 Syn: shipwreck
- 9.27 intrigue** (n) /'ɪntri:g/  
the act of making secret plans to trick others • *The Sherlock Holmes stories are full of intrigue and twists in the plots.* ❖ intrigo
- 9.28 career** (n) /kə'riə(r)/  
a job or jobs that sb does in a particular line of work which might lead to more responsibility and better pay • *I enjoy playing the guitar, but I don't think it's worth trying to make a career as a musician.* ❖ carriera
- 9.29 flip through** (phr v) /flɪp θru:z/  
to look quickly at the pages of a book, magazine, etc. without reading it in detail • *He stood in the bookshop, flipping through the pages of the books as he tried to decide which one to buy.* ❖ scorrere
- 9.30 confuse** (v) /kən'fju:z/  
to make you feel mixed up; to make sth difficult to understand • *I called the helpline to fix my internet connection, but their advice just confused me even more.* > confusion (n), confused, confusing (adj) ❖ confondere
- 9.31 be made redundant** (expr) /bi: meɪd rɪ'dʌndənt/  
to lose your job because your employer no longer needs you • *She was made redundant when the factory closed.* ❖ messo in esubero
- 9.32 permanent** (adj) /'pɜ:mənənt/  
lasting forever • *He has a permanent job at the post office and I don't think he will ever leave.* > permanence (n), permanently (adv) ❖ permanente, fisso 📖 Opp: temporary
- 9.33 temporary** (adj) /'tempərəri/  
lasting a short time • *This bad weather is temporary, so Grandma will soon be able to go out again.* > temporarily (adv) ❖ temporaneo 📖 Opp: permanent
- 9.34 self-employed** (adj) /,self ɪm'plɔɪd/  
working for yourself, not for a company or organisation • *Ronald is a self-employed photographer who makes a living from photographing special events.* > self-employment (n) ❖ libero professionista
- 9.35 part-time** (adj) /'pɑ:t taɪm/  
for only part of the day or week in which people work • *She's still at college, so she only has a part-time job in a shop.* > part-time (adv) ❖ part-time
- 9.36 badly-paid** (adj) /'bædli 'peɪd/  
not given much money or a fair amount for doing a job • *Peter left his badly-paid job and got a new one.* ❖ pagato poco 📖 Opp: well-paid
- 9.37 manual** (adj) /'mænʊəl/  
using your hands or your physical strength rather than your mind • *Farming is hard, manual work which needs a lot of energy.* ❖ manuale
- 9.38 skilled** (adj) /skɪld/  
having the training and experience necessary to do sth well • *The furniture was made by skilled craftsmen and is very good.* > skill (n) ❖ qualificato 📖 Opp: unskilled
- 9.39 air-traffic controller** (n) /,eə træfɪk kən'trəʊlə(r)/  
sb who gives instructions to aircraft pilots to help them land or take off • *Our plane made an emergency landing at another airport when the air-traffic controller warned the pilot of dangerous weather conditions at our destination.* > air-traffic control (n) ❖ controllore del traffico aereo

- 9.40** **beekeeper** (n) /'bi:ki:pə(r)/  
sb who has bees, looks after them and usually collects the honey they produce • *Beekeepers have to wear protective clothing so they don't get stung while working.* > beekeeping (n)  
❖ apicoltore
- 9.41** **shift** (n) /ʃɪft/  
If workers work shifts, they work for a period of time during the day or night and are then replaced by other workers. • *She's a nurse and is doing the night shift this week.* ❖ turno
- 9.42** **invest** (v) /ɪn'vest/  
to buy sth that you hope will give you a profit • *He's looking for a partner to invest in his business and provide him with the money he needs to start it up.* > investment (n)  
❖ investire
- 9.43** **bank balance** (n) /'bæŋk bæləns/  
the amount you have in your bank account • *This app allows me to check my bank balance via my smartphone so I won't spend too much.* ❖ saldo bancario
- 9.44** **profit** (n) /'prɒfɪt/  
money you get from selling sth for more than it cost you • *The company produces laptops which cost about £300 and then sells them at £1,000, making a profit of about £700 on each one.* > profit (v), profitable (adj) ❖ profitto
- 9.45** **position** (n) /pə'zɪʃn/  
a job • *The position of chef at the local restaurant is being advertised in this magazine.* ❖ posizione, ruolo
- 9.46** **salary** (n) /'sæləri/  
money that you receive from your employer every month • *His salary is paid into his bank account once a month.* ❖ stipendio
- 9.47** **production line** (n) /prə'dʌkʃn laɪn/  
a line of machines or workers in a factory that each deals with a different stage of producing sth until it is completed • *In most stages of car production lines, humans have been replaced by robots.* ❖ linea di produzione
- 9.48** **business plan** (n) /'bɪznəs plæn/  
a plan showing the aims of a business and how these can be achieved • *If we follow our business plan, we should start to make a profit after our first year.* ❖ business plan
- 9.49** **full-time** (adj) /fʊl 'taɪm/  
for all the usual working or studying hours of a week • *Vanessa found a full-time job, working nine to five, at a travel agency.* > full-time (adv) ❖ a tempo pieno
- 9.50** **earn** (v) /ɜ:n/  
to get sth (usually money) for sth that you have done or made • *Photography is fun, but it's a hard way to earn a living.* > earnings (n pl)  
❖ guadagnare

- 9.51** **customer** (n) /'kʌstəmə(r)/  
sb who buys sth from a shop or business  
• *The shop's online customers complained about waiting so long for their deliveries.*  
❖ cliente
- 9.52** **turn (sth) into (sth)** (phr v) /tɜ:n ('sʌmθɪŋ) 'ɪntə ('sʌmθɪŋ)/  
to change sth so that it becomes sth different  
• *He turned his spare room into an office.*  
❖ trasformare

### Work-related adjectives

academic	part-time	stressful
badly-paid	permanent	temporary
exhausting	rewarding	well-paid
full-time	self-employed	
manual	skilled	

## Listening Page 106

- 9.53** **get (sth) out of (sth)** (phr v) /get ('sʌmθɪŋ) aʊt əv ('sʌmθɪŋ)/  
to gain an advantage from sth • *She gets hours of pleasure from painting landscapes.*  
❖ ricavare, ricevere
- 9.54** **turn out (to be)** (phr v) /tɜ:n aʊt (tʊ bi:)/  
to prove (to be) • *Their new business plan turned out to be a success.* ❖ rivelarsi
- 9.55** **bill** (n) /bɪl/  
a piece of paper that shows how much money you must pay for sth • *I always pay the phone bill on time.* ❖ conto
- 9.56** **fit in** (phr v) /fɪt ɪn/  
to become part of or match with sth in an easy natural way • *Despite his lack of experience, his enthusiasm helped him fit in with the rest of the team.* ❖ ambientarsi
- 9.57** **income** (n) /'ɪŋkʌm/  
money you earn • *Our family income is just enough to pay our monthly bills.* ❖ reddito

## Speaking Page 107

- 9.58** **bonus** (n) /'bʌʊnʌs/  
money added to sb's salary • *There has been a news report on the ridiculously high bonuses that were given to bank bosses during difficult times.* ❖ bonus
- 9.59** **overtime** (n) /'əʊvətəɪm/  
extra time that sb works in addition to their normal hours • *I'll ask the boss if I can do some overtime this week to get some extra pay.* ❖ straordinari

# Grammar Page 108

- 9.60 apologise** (v) /ə'pɒlədʒaɪz/  
say you are sorry for doing sth wrong  
• *I apologise for shouting at you yesterday.*  
> apology (n), apologetic (adj) ❖ chiedere scusa
- 9.61 deny** (v) /dɪ'naɪ/  
to say sth isn't true • *Jack denied that he had stolen the money, but the police didn't believe him.* > denial (n) ❖ negare
- 9.62 insist** (v) /ɪn'sɪst/  
to say firmly when others disagree  
• *It was embarrassing when Dad insisted on driving me to university.* > insistence (n), insistent (adj) ❖ insistere

# Use your English Page 109

- 9.63 promote** (v) /prə'məʊt/  
give sb a more responsible job in a company  
• *Rebecca has been promoted from assistant editor to chief editor.* > promotion (n)  
❖ promuovere
- 9.64 make an offer** (expr) /meɪk ən 'ɒfə(r)/  
to ask sb if they would like to do or have sth  
• *The shop made him an offer of work, but he didn't accept it as the salary was too low.*  
❖ fare un'offerta
- 9.65 lose my temper** (expr) /lu:z maɪ tempə(r)/  
get angry • *Sharon lost her temper and shouted angrily at Jack when he broke her new phone.* ❖ perdere la pazienza
- 9.66 get the sack** (expr) /'get ðə sæk/  
to tell sb that they can no longer work for you  
• *He was always late for work, so he got the sack.* ❖ farsi licenziare
- 9.67 promotion** (n) /prə'məʊʃn/  
a move to a more important job in a company  
• *She used to be a teacher but got a promotion and is now the principal.* > promote (v) ❖ promozione
- 9.68 take on** (phr v) /teɪk ɒn/  
employ • *The company hasn't taken on any new employees this year.* ❖ assumere
- 9.69 staff** (n) /stɑ:f/  
all the people who work in a place • *The hotel staff were very friendly.* > ❖ personale
- 9.70 reject** (v) /rɪ'dʒekt/  
refuse to accept or agree with sth • *Mary rejected the offer because she was happy with the job she had.* > rejection (n) ❖ rifiutare

- 9.71 management** (n) /'mænɪdʒmənt/  
the activity of helping to run or control a company or organisation • *The restaurant is under new management, so we have a new menu.* ❖ direzione
- 9.72 retail** (n) /'ri:teɪl/  
selling goods to the public, not from business to business • *He works in the retail industry as a shop manager.* ❖ al dettaglio
- 9.73 out of work** (expr) /aʊt əv wɜ:k/  
unemployed • *The supermarket closed and now we are all out of work.* ❖ senza lavoro
- 9.74 Congratulations!** (excl) /kən,grætʃu'leɪʃn/  
We say this to sb to say we are happy about a happy event or when they did sth well.  
• *Congratulations! You got the first prize.*  
> congratulate (v) ❖ congratulazioni!
- 9.75 be in debt** (expr) /bi: ɪn det/  
owe money • *Stop using your credit card because you are already in debt and owe money to the bank.* ❖ essere in debito
- 9.76 market** (n) /'mɑ:kɪt/  
trade or investment business • *There is a growing market for goods made under fair working conditions.* ❖ mercato
- 9.77 crash** (v) /kræʃ/  
to fail suddenly or drop in value • *When the property market crashed, their home was worth only half what they paid for it.* > crash (n) ❖ schiantarsi
- 9.78 candidate** (n) /'kændɪdət/  
sb who is being considered for a job • *There are three candidates for this job, but only one will get it.* ❖ candidato
- 9.79 sales assistant** (n) /'seɪlz ə'sɪstənt/  
sb who sells things • *She asked the sales assistant to show her the range of make-up available.* ❖ assistente di vendita, commesso

# Writing Pages 110–111

- 9.80 up to standard** (expr) /ʌp tə 'stændəd/  
to an acceptable level • *The photos weren't up to standard, so they didn't appear in the magazine.* ❖ a livelli accettabili
- 9.81 employee** (n) /ɪm'plɔɪi/  
sb who is paid to work for sb else • *She runs a successful business and treats her employees fairly.* > employer, employment (n), employ (v)  
❖ dipendente
- 9.82 appropriate** (adj) /ə'prəʊpɪət/  
suitable • *Do you think these clothes are appropriate for my job interview?*  
❖ appropriato ☞ Opp: inappropriate



- 9.83 source** (v) /sɔːs/  
to get (sth) from a specific place • *All the materials the company uses to make clothes are sourced locally.* > source (n)  
❖ approvvigionarsi
- 9.84 supplier** (n) /sə'plaɪə(r)/  
a person or company that sells sth • *They are one of the biggest computer suppliers in the area.* > supply (v, n) ❖ forniture
- 9.85 flexible** (adj) /'fleksɪbl/  
able to be changed easily • *Sarah is self-employed, so her work schedule is quite flexible.* > flexibility (n) ❖ flessibile
- 9.86 atmosphere** (n) /'ætməsfiə(r)/  
the feeling in a particular place or in a group of people • *The factory workers were under so much pressure to keep their jobs that the atmosphere was very stressful.* > atmospheric (adj), atmospherically (adv) ❖ atmosfera
- 9.87 facilities** (n pl) /fə'sɪlətɪz/  
a room, equipment or service provided for a particular purpose • *The university facilities include a library and a sports club.*  
❖ struttura
- 9.88 outline** (v) /'aʊtlaɪn/  
to describe the main details of sth • *The manager called a meeting to outline the company's plans for development.* > outline (n) ❖ illustrare
- 9.89 employ** (v) /ɪm'plɔɪ/  
to give sb a job and pay them for doing it • *Thousands of people were employed at the car factory until it closed.* > employment, employer, employee (n) ❖ impiegare
- 9.90 observation** (n) /əbzə'veɪʃn/  
sth you notice and say • *Our teacher made the observation that our computer studies projects were very good.* > observe (v) ❖ osservazione
- 9.91 work station** (n) /wɜːk 'steɪʃn/  
computer at work that is part of a larger system • *Each IT employee can log on to the office network from their work station.* ❖ stazione di lavoro
- 9.92 improvement** (n) /ɪm'pruːvmənt/  
making sth better • *This silent washing machine is a great improvement over older models.* > improve (v) ❖ miglioramento
- 9.93 supervisor** (n) /'suːpəvaɪzə(r)/  
sb who makes sure that sb else does a job correctly or that a job or activity is done correctly • *Her supervisor was annoyed when she was late for work.* > supervise (v), supervision (n) ❖ supervisore
- 9.94 mop** (n) /mɒp/  
a tool with a long handle and soft material at the end for washing floors • *After spilling coffee on the floor, he cleaned it up with a mop.* > mop (v) ❖ mocio
- 9.95 trolley** (n) /'trɒli/  
a shopping cart for carrying things in a shop • *The children put some extra things they wanted into the shopping trolley, so their mum wasn't happy when she found out.* ❖ carrello
- 9.96 shockingly** (adv) /'ʃɒkɪŋli/  
surprisingly, in a bad way • *The restaurant kitchen was shockingly dirty.* > shock (n, v), shocking (adj) ❖ incredibilmente
- 9.97 proper** (adj) /'prɒpə(r)/  
suitable or correct • *I ate some fruit earlier, but I haven't had time to have a proper meal today.* > properly (adv) ❖ appropriato, corretto
- 9.98 scream** (v) /skriːm/  
to shout with a loud high sound because you are scared or hurt • *Some of the children screamed when the earthquake struck.*  
> scream (n) ❖ urlare
- 9.99 satisfaction** (n) /sætɪs'fækʃn/  
a feeling of happiness • *It gave us great satisfaction to complete the trek without any problems.* > satisfy (v), satisfactory, satisfied (adj) ❖ soddisfazione ☞ Opp: dissatisfaction

### Business-related nouns

bank balance	leadership	salary
bonus	position	satisfaction
business plan	production line	shift
overtime	profit	work station

### People and jobs

air-traffic controller	customer educator	staff supervisor
beekeeper	employee	supplier
candidate	entrepreneur	thinker
celebrity	mentor	
conservationist	sales assistant	

# Live well, study well

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- 9.100 respected** (adj) /rɪ'spektɪd/  
that many people admire for good qualities  
• *My father was a respected lawyer before he retired.* > respect (n, v), respectable (adj)  
❖ rispettato
- 9.101 exaggerated** (adj) /ɪg'zædʒəreɪtɪd/  
written or spoken of in a way that makes sth seem more extreme than it is • *Having a huge number of followers on social media gives people an exaggerated sense of self-importance.* > exaggerate (v), exaggeration (n) ❖ esagerato
- 9.102 spot** (v) /spɒt/  
to see • *I spotted a frog in my back garden last night.* ❖ scorgere
- 9.103 fake** (n) /feɪk/  
sth that isn't real • *The holiday offer was a fake so they lost money and had nowhere to go.* > fake (v, adj) ❖ falso
- 9.104 celebrity** (n) /sə'lebrəti/  
a famous person • *The Oscar award ceremony was attended by hundreds of Hollywood celebrities.* > celebrate (v), celebration (n), celebratory (adj) ❖ celebrità
- 9.105 echo chamber** (n) /'ekəʊ tʃeɪmbə(r)/  
a situation where you only meet people of the same opinion as your own • *It's also important to listen to the views of people outside your comfortable echo chambers, where everyone agrees with you.* ❖ camera d'eco
- 9.106 the norm** (n) /ðɪː nɔːm/  
the usual way sth happens • *Eating potatoes almost every day is the norm in parts of Britain.*  
> normal (adj) ❖ la norma
- 9.107 biased** (adj) /'baɪəst/  
unfairly going against or supporting one person or idea without considering others • *He felt that he didn't get the job because the manager was biased against employing foreign workers.*  
❖ tendenzioso
- 9.108 one-sided** (adj) /'wʌn 'saɪdɪd/  
presenting a situation only from one point of view • *Many newspapers present only a one-sided view of political issues, so we seldom get the full picture.* ❖ parziale
- 9.109 inaccurate** (adj) /ɪn'ækjərət/  
incorrect • *This article is inaccurate; it says John Lennon was killed in 1970, but he was actually killed in 1980.* > inaccuracy (n)  
❖ impreciso ✎ Opp: accurate
- 9.110 primary** (adj) /'praɪməri/  
first or most important • *His primary goal is to get a university degree in law.* ❖ primario
- 9.111 broaden** (v) /'brɔːdən/  
to widen • *Working as a volunteer at a summer camp helped broaden her work experience.* ❖ ampliare
- 9.112 alternatively** (adv) /ɔːl'tɜːnətɪvli/  
as another option • *You could ask the boss for a higher salary. Alternatively, you could start looking for a better job elsewhere.*  
❖ in alternativa