**9** Making a living

**Glossary**

# Page 101

* 1. **make a living** (expr) /meɪk ə ˈlɪvɪŋ/

work and earn money ● *Julia makes a living as a teacher.* ❖ guadagnarsi da vivere

Reading **Pages 102–103**

* 1. **academic** (adj) /ækəˈdemɪk/

related to studying and thinking rather than practical work ● *I enjoy painting rather than studying academic subjects like history.*

➣ academic (n) ❖ accademico

* 1. **exhausting** (adj) /ɪgˈzɔːstɪŋ/

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

* 1. **rewarding** (adj) /rɪˈwɔːdɪŋ/

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
  1. **stressful** (adj) /ˈstresfl/

making you feel worried and nervous ● *Her new job is very stressful.* ➣ stress (v, n)

* + - stressante
  1. **well-paid** (adj) /ˌwel ˈpeɪd/

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

* 1. **hairdresser** (n) /ˈheədresə(r)/

sb whose job is to cut, wash and style people’s hair ● *My hair is a mess! Iʼm going to the hairdresser to have it cut.* ❖ hairdressing (n)

* + - parrucchiere
  1. **biologist** (n) /baɪˈɒləʤɪst/

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

* 1. **microbiologist** (n) /ˌmaɪkrəʊbaɪˈɒlədʒɪst/

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

* 1. **conservationist** (n) /kɒnsəˈveɪʃnɪst/ 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

* 1. **educator** (n) /ˈedʒukeɪtə(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

* 1. **entrepreneur** (n) /ɒntrəprəˈnɜː/

sb who starts a business in order to make money ● *Mark Zuckerberg is the successful entrepreneur who started Facebook.*

* + - imprenditore
  1. **thinker** (n) /ˈθɪŋkə(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

* 1. **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

* 1. **adaptable** (adj) /əˈdæptəbl/

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

* 1. **space shuttle** (n) /speɪs ˈʃʌtl/

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

* 1. **microscopic** (adj) /maɪkrəˈskɒpɪk/

tiny ● *The cells in our body are microscopic so you can’t see them using your eyes only.*

➣ microscope (n) ❖ microscopico

* 1. **cross over** (phr v) /krɒs ˈəʊvə(r)/

to change to sth else ● *In the past, jeans were worn by workers, but then they crossed over into everyday fashion.* ❖ passare

* 1. **lab** (n) /læb/

a room where experiments are done ● *These robots have been developed in labs in Japan.*

* + - laboratorio ✎ lab = short form of *laboratory*
  1. **leadership** (n) /ˈliːdəʃɪp/

the qualities or skills to be a leader ● *A good manager needs to have great leadership skills.*

* + - leadership, guida
  1. **mentor** (n) /ˈmentɔː(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

* 1. **degree** (n) /dɪˈgriː/

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
  1. **tank** (n) /tæŋk/

a container for water or other liquid ● *Olivia stopped at the petrol station because her petrol tank was nearly empty.* ❖ serbatoio

* 1. **curiosity** (n) /kjʊərɪˈɒsɪti/

wanting to know or learn about sth ● *Human curiosity about living things has led to many discoveries.* ➣ curious (adj) ❖ curiosità

* 1. **science-fiction** (adj) /ˌsaɪəns ˈfɪkʃn/

based on imaginary scientific inventions of the future, including travel to other planets ● Star Wars *was one of my favourite science-fiction films.* ❖ fantascienza

* 1. **wreck** (n) /rek/

a ship that has sunk ● *The wreck of the Victory was discovered in 2008.* ➣ wreck (v)

* + - relitto ✎ Syn: shipwreck
  1. **intrigue** (n) /ˈɪntriːɡ/

the act of making secret plans to trick others

* *The Sherlock Holmes stories are full of intrigue and twists in the plots*. ❖ intrigo
  1. **career** (n) /kəˈrɪə(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

* 1. **flip through** (phr v) /flɪp θruː/

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
  1. **confuse** (v) /kənˈfjuːz/

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

Vocabulary **Page 104**

* 1. **be made redundant** (expr) /biː meɪd rɪˈdʌndənt/

to lose your job because your employer no longer needs you ● *She was made redundant when the factory closed.* ❖ messo in esubero

* 1. **permanent** (adj) /ˈpɜːmənənt/

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
  1. **temporary** (adj) /ˈtempərəri/

lasting a short time ● *This bad weather is temporary, so Grandma will soon be able to go out again.* ➣ temporarily (adv) ❖ temporaneo

✎ Opp: permanent

* 1. **self-employed** (adj) /ˌself ɪmˈplɔɪd/ 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
  2. **part-time** (adj) /ˈpɑːt 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

* 1. **badly-paid** (adj) /ˈbædli ˈpeɪd/

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

* 1. **manual** (adj) /ˈmænʊəl/

using your hands or your physical strength rather than your mind ● *Farming is hard, manual work which needs a lot of energy.*

* + - manuale
  1. **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
  1. **air-traffic controller** (n) /ˌeə træfɪk kənˈtrəʊlə(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
  1. **beekeeper** (n) /ˈbiːkiːpə(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
  1. **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

* 1. **invest** (v) /ɪnˈvest/

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
  1. **bank balance** (n) /ˈbæŋk 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
  1. **profit** (n) /ˈprɒfɪt/

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

* 1. **position** (n) /pəˈzɪʃn/

a job ● *The position of chef at the local restaurant is being advertised in this magazine.* ❖ posizione, ruolo

* 1. **salary** (n) /ˈsæləri/

money that you receive from your employer every month ● *His salary is paid into his bank account once a month.* ❖ stipendio

* 1. **production line** (n) /prəˈdʌkʃn 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

* 1. **business plan** (n) /ˈbɪznəs 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

* 1. **full-time** (adj) /ˌfʊl ˈtaɪm/

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

* 1. **earn** (v) /ɜːn/

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
  1. **customer** (n) /ˈkʌstəmə(r)/

sb who buys sth from a shop or business

* *The shop’s online customers complained about waiting so long for their deliveries.*
  + - cliente
  1. **turn (sth) into (sth)** (phr v) /tɜːn (ˈsʌmθɪŋ)

ˈɪntə (ˈsʌmθɪŋ)/

to change sth so that it becomes sth different

* *He turned his spare room into an office.*
  + - trasformare

**Work-related adjectives**

academic badly-paid exhausting full-time manual

part-time permanent rewarding

self-employed skilled

stressful temporary well-paid

Listening **Page 106**

* 1. **get (sth) out of (sth)** (phr v) /get (ˈsʌmθɪŋ) aʊt əv (ˈsʌmθɪŋ)/

to gain an advantage from sth ● *She gets hours of pleasure from painting landscapes.*

* + - ricavare, ricevere
  1. **turn out (to be)** (phr v) /tɜːn aʊt (tʊ biː)/ to prove (to be) ● *Their new business plan turned out to be a success.* ❖ rivelarsi
  2. **bill** (n) /bɪl/

a piece of paper that shows how much money you must pay for sth ● *I always pay the phone bill* ο*n time.* ❖ conto

* 1. **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

* 1. **income** (n) /ˈɪŋkʌm/

money you earn ● *Our family income is just enough to pay our monthly bills.* ❖ reddito

Speaking **Page 107**

* 1. **bonus** (n) /ˈbəʊnʌs/

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

* 1. **overtime** (n) /ˈəʊvətaɪm/

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**

* 1. **apologise** (v) /əˈpɒlədʒaɪz/

say you are sorry for doing sth wrong

* *I apologise for shouting at you yesterday.*

➣ apology (n), apologetic (adj) ❖ chiedere scusa

* 1. **deny** (v) /dɪˈnaɪ/

to say sth isn’t true ● *Jack denied that he had stolen the money, but the police didn’t believe him.* ➣ denial (n) ❖ negare

* 1. **insist** (v) /ɪnˈsɪst/

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**

* 1. **promote** (v) /prəˈməʊt/

give sb a more responsible job in a company

* *Rebecca has been promoted from assistant editor to chief editor.* ➣ promotion (n)
  + - promuovere
  1. **make an offer** (expr) /meɪk ən ˈɒfə(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
  1. **lose my temper** (expr) /luːz maɪ tempə(r)/ get angry ● *Sharon lost her temper and shouted angrily at Jack when he broke her new phone.* ❖ perdere la pazienza
  2. **get the sack** (expr) /ˈɡet 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
  1. **promotion** (n) /prəˈməʊʃn/

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

* 1. **take on** (phr v) /teɪk ɒn/

employ ● *The company hasn’t taken on any new employees this year.* ❖ assumere

* 1. **staff** (n) /stɑːf/

all the people who work in a place ● *The hotel staff were very friendly.* ➣ ❖ personale

* 1. **reject** (v) /rɪˈʤekt/

refuse to accept or agree with sth ● *Mary rejected the offer because she was happy with the job she had.* ➣ rejection (n) ❖ rifiutare

* 1. **management** (n) /ˈmænɪʤmənt/

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

* 1. **retail** (n) /ˈriːteɪl/

selling goods to the public, not from business to business ● *He works in the retail industry as a shop manager*. ❖ al dettaglio

* 1. **out of work** (expr) /aʊt əv wɜːk/ unemployed ● *The supermarket closed and now we are all out of work.* ❖ senza lavoro
  2. **Congratulations!** (excl) /kənˌɡrætʃuˈleɪʃn/ 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!

* 1. **be in debt** (expr) /biː ɪn det/

owe money ● *Stop using your credit card because you are already in debt and owe money to the bank.* ❖ essere in debito

* 1. **market** (n) /ˈmɑːkɪt/

trade or investment business ● *There is a growing market for goods made under fair working conditions.* ❖ mercato

* 1. **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

* 1. **candidate** (n) /ˈkændɪdeɪt/

sb who is being considered for a job ● *There are three candidates for this job, but only one will get it.* ❖ candidato

* 1. **sales assistant** (n) /ˈseɪlz əˈsɪstənt/

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**

* 1. **up to standard** (expr) /ʌp tə ˈstændəd/

to an acceptable level ● *The photos weren’t up to standard, so they didn’t appear in the magazine.* ❖ a livelli accettabili

* 1. **employee** (n) /ɪmˈplɔɪiː/

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
  1. **appropriate** (adj) /əˈprəʊprɪət/

suitable ● *Do you think these clothes are appropriate for my job interview?*

* + - appropriato ✎ Opp: inappropriate
  1. **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
  1. **supplier** (n) /səˈplaɪə(r)/

a person or company that sells sth ● *They are one of the biggest computer suppliers in the area.* ➣ supply (v, n) ❖ fornitore

* 1. **flexible** (adj) /ˈfleksɪbl/

able to be changed easily ● *Sarah is self- employed, so her work schedule is quite flexible.* ➣ flexibility (n) ❖ flessibile

* 1. **atmosphere** (n) /ˈætməsfɪə(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

* 1. **facilities** (n pl) /fəˈsɪlətiz/

a room, equipment or service provided for a particular purpose ● *The university facilities include a library and a sports club.*

* + - struttura
  1. **outline** (v) /ˈaʊtlaɪn/

to describe the main details of sth ● *The manager called a meeting to outline the company’s plans for development.* ➣ outline

(n) ❖ illustrare

* 1. **employ** (v) /ɪmˈplɔɪ/

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
  1. **observation** (n) /ɒbzəˈveɪʃn/

sth you notice and say ● *Our teacher made the observation that our computer studies projects were very good.* ➣ observe (v) ❖ osservazione

* 1. **work station** (n) /wɜːk ˈsteɪʃn/

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
  1. **improvement** (n) /ɪmˈpruːvmənt/ making sth better ● *This silent washing*

*machine is a great improvement over older models.* ➣ improve (v) ❖ miglioramento

* 1. **supervisor** (n) /ˈsuːpəvaɪzə(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

* 1. **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

* 1. **trolley** (n) /ˈtrɒli/

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
  1. **shockingly** (adv) /ˈʃɒkɪŋli/

surprisingly, in a bad way ● *The restaurant kitchen was shockingly dirty.* ➣ shock (n, v), shocking (adj) ❖ incredibilmenteά

* 1. **proper** (adj) /ˈprɒpə(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

* 1. **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

* 1. **satisfaction** (n) /sætɪsˈfækʃn/

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

beekeeper candidate celebrity conservationist

customer educator employee entrepreneur mentor

sales assistant

staff supervisor supplier thinker

Live well, study well

# Page 112

* 1. **respected** (adj) /rɪˈspektɪd/

that many people admire for good qualities

* *My father was a respected lawyer before he retired.* ➣ respect (n, v), respectable (adj)
  + - rispettato
  1. **exaggerated** (adj) /ɪɡˈzædʒəreɪtɪd/ 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

* 1. **spot** (v) /spɒt/

to see ● *I spotted a frog in my back garden last night.* ❖ scorgere

* 1. **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

* 1. **celebrity** (n) /səˈlebrəti/

a famous person ● *The Oscar award ceremony was attended by hundreds of Hollywood celebrities.* ➣ celebrate (v), celebration (n), celebratory (adj) ❖ celebrità

* 1. **echo chamber** (n) /ˈekəʊ 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

* 1. **the norm** (n) /ðiː nɔːm/

the usual way sth happens ● *Eating potatoes almost every day is the norm in parts of Britain.*

➣ normal (adj) ❖ la norma

* 1. **biased** (adj) /ˈbaɪəst/

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
  1. **one-sided** (adj) /ˌwʌn ˈsaɪdɪd/

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

* 1. **inaccurate** (adj) /ɪnˈækjərət/

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
  1. **primary** (adj) /ˈpraɪməri/

first or most important ● *His primary goal is to get a university degree in law.* ❖ primario

* 1. **broaden** (v) /ˈbrɔːdən/

to widen ● *Working as a volunteer at a summer camp helped broaden her work experience.* ❖ ampliare

* 1. **alternatively** (adv) /ɔːlˈtɜːnətɪvli/

as another option ● *You could ask the boss for a higher salary. Alternatively, you could start looking for a better job elsewhere.*

* + - in alternativa