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Level 4

Sales quotas exploit convenience store workers

6th April, 2017

<http://www.breakingnewsenglish.com/1704/170406-convenience-stores-4.html>

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Please try Levels 5 and 6. They are (a little) harder.

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THE READING

From <http://www.breakingnewsenglish.com/1704/170406-convenience-stores-4.html>

Convenience stores are handy to pop into 24 hours a day. They also provide part-time jobs for thousands of people. A new report suggests that some stores are not so convenient for their part-time workers. Japan's national broadcaster NHK says workers are given unrealistic sales quotas. Labor rights experts say this exploits workers. Some workers get hundreds of dollars deducted from their salary and have to buy unsold stock for not meeting their quota.

An expert on Japanese labor law said deducting salaries for unmet quotas was illegal. He asked why so many part-timers felt they had to buy unsold stock. He suggested stores pressured workers to do this. The expert asked convenience stores to make sure part-timers were not exploited. One worker said he was "drowning in quotas". Another said that he once lost 30% of his monthly salary. The biggest losses are for quotas for unsold seasonal items.

Sources: <http://www.tokyoreporter.com/2017/01/29/japans-convenience-store-clerks-bemoan-overbearing-sushi-quotas/>
<http://www.fnn-news.com/news/headlines/articles/CONN00348152.html>
<http://www3.nhk.or.jp/news/html/20170202/k10010862671000.html?>

PHRASE MATCHING

From <http://www.breakingnewsenglish.com/1704/170406-convenience-stores-4.html>

PARAGRAPH ONE:

- | | |
|---------------------------|-----------------|
| 1. convenience stores are | a. workers |
| 2. Japan's national | b. experts |
| 3. unrealistic sales | c. stock |
| 4. labor rights | d. broadcaster |
| 5. this exploits | e. their quota |
| 6. deducted from | f. quotas |
| 7. have to buy unsold | g. handy |
| 8. not meeting | h. their salary |

PARAGRAPH TWO:

- | | |
|--|-----------------------|
| 1. An expert on | a. losses |
| 2. deducting salaries for unmet quotas | b. drowning in quotas |
| 3. part timers felt they had to | c. seasonal items |
| 4. stores pressured | d. was illegal |
| 5. make sure part-timers were not | e. Japanese labor law |
| 6. One worker said he was | f. workers to do this |
| 7. The biggest | g. buy unsold stock |
| 8. quotas for unsold | h. exploited |

LISTEN AND FILL IN THE GAPS

From <http://www.breakingnewsenglish.com/1704/170406-convenience-stores-4.html>

Convenience stores are (1) _____ 24 hours a day. They also provide part-time jobs for thousands of people. (2) _____ that some (3) _____ convenient for their part-time workers. Japan's national broadcaster NHK says workers (4) _____ sales quotas. Labor rights experts (5) _____ workers. Some workers get hundreds of dollars deducted from their salary and have to buy unsold stock (6) _____ their quota. (7) _____ Japanese labor law said deducting salaries for unmet (8) _____. He asked why so many part-timers felt they (9) _____ stock. He suggested stores pressured workers to do this. The expert asked convenience stores to make sure part-timers (10) _____. One worker said he was "drowning in quotas". Another said that he once (11) _____ monthly salary. The biggest losses are for quotas (12) _____ items.

PUT A SLASH (/) WHERE THE SPACES ARE

From <http://www.breakingnewsenglish.com/1704/170406-convenience-stores-4.html>

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CONVENIENCE STORES SURVEY

From <http://www.breakingnewsenglish.com/1704/170406-convenience-stores-4.html>

Write five GOOD questions about convenience stores in the table. Do this in pairs. Each student must write the questions on his / her own paper. When you have finished, interview other students. Write down their answers.

	STUDENT 1 _____	STUDENT 2 _____	STUDENT 3 _____
Q.1.			
Q.2.			
Q.3.			
Q.4.			
Q.5.			

- Now return to your original partner and share and talk about what you found out. Change partners often.
- Make mini-presentations to other groups on your findings.

WRITE QUESTIONS & ASK YOUR PARTNER(S)

Student A: Do not show these to your speaking partner(s).

a) _____

b) _____

c) _____

d) _____

e) _____

f) _____

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WRITE QUESTIONS & ASK YOUR PARTNER(S)

Student B: Do not show these to your speaking partner(s).

a) _____

b) _____

c) _____

d) _____

e) _____

f) _____

