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Level 5

Sales quotas exploit convenience store workers

6th April, 2017

<http://www.breakingnewsenglish.com/1704/170406-convenience-stores-5.html>

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Please try Levels 4 and 6. They are (a little) harder.

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THE READING

From <http://www.breakingnewsenglish.com/1704/170406-convenience-stores-5.html>

Convenience stores are handy when we need somewhere to pop into if we have forgotten to buy something. They also provide part-time jobs for thousands of people. A new report from Japan suggests that some stores are not so convenient for their workers. Japan's national broadcaster NHK says many part-time workers are given unrealistic sales quotas. Labor rights experts want stores to stop what they call an exploitative practice. There are reports of workers having hundreds of dollars deducted from salaries and having to buy unsold stock for not meeting their quotas.

An expert on Japanese labor law said deducting money from salaries for unmet quotas was against the law. He questioned why so many part-timers felt they had to buy unsold stock. He suggested it was because of pressure from stores. The expert asked the bosses of convenience stores to tackle this problem so that part-timers are not exploited. One worker said he was "drowning in quotas". Another said that he can lose up to 30% of his monthly salary. The biggest losses come with quotas for unsold seasonal items like Valentines goods and special sushi rolls.

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-5.html>

PARAGRAPH ONE:

- | | |
|----------------------------------|------------------|
| 1. Convenience stores are | a. stock |
| 2. we need somewhere to | b. practice |
| 3. Japan's national | c. pop into |
| 4. workers are given unrealistic | d. broadcaster |
| 5. an exploitative | e. their quotas |
| 6. hundreds of dollars deducted | f. handy |
| 7. having to buy unsold | g. sales quotas |
| 8. not meeting | h. from salaries |

PARAGRAPH TWO:

- | | |
|--------------------------------|--------------------------|
| 1. An expert on | a. of his monthly salary |
| 2. it was because of pressure | b. problem |
| 3. tackle this | c. rolls |
| 4. so that part-timers are not | d. from stores |
| 5. One worker said he was | e. Japanese labor law |
| 6. he can lose up to 30% | f. items |
| 7. unsold seasonal | g. exploited |
| 8. special sushi | h. "drowning in quotas" |

LISTEN AND FILL IN THE GAPS

From <http://www.breakingnewsenglish.com/1704/170406-convenience-stores-5.html>

Convenience (1) _____ when we need somewhere to pop into if we have forgotten to buy something. (2) _____ part-time jobs for thousands of people. A new report from Japan suggests that some (3) _____ convenient for their workers. Japan's national broadcaster NHK says many part-time (4) _____ unrealistic sales quotas. Labor (5) _____ stores to stop what they call an exploitative practice. There are reports of workers having hundreds of dollars deducted from salaries and (6) _____ stock for not meeting their quotas.

(7) _____ Japanese labor law said deducting money from salaries for unmet quotas (8) _____ law. He questioned why so many part-timers felt they (9) _____ stock. He suggested it was because of pressure from stores. The expert asked the bosses of convenience stores (10) _____ problem so that part-timers are not exploited. One worker said he was "(11) _____". Another said that he can lose up to 30% of his monthly salary. The biggest losses come with quotas (12) _____ items like Valentines goods and special sushi rolls.

PUT A SLASH (/) WHERE THE SPACES ARE

From <http://www.breakingnewsenglish.com/1704/170406-convenience-stores-5.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) _____

