

Enhorabuena por el producto que está a punto de disfrutar y que va a elevar su facilidad de entendimiento de una lengua extranjera. INNOVA IDIOMAS ha creado una innovadora técnica pedagógica auditiva para el aprendizaje de idiomas, centrada en potenciar el autodesarrollo de una de las cuatro destrezas que se han de conocer para dominar un idioma: la destreza de entender. Esta destreza es la de más difícil dominio a la hora de aprender idiomas, de ahí la importancia de la presente técnica.

Este sistema, denominado MÉTODO LISTEN AND LEARN, desarrolla una técnica específica de traducción simultánea basada en la aplicación de métricas concretas de bloques auditivos en dos idiomas, con contenidos y duración predefinidos. Dichas métricas y contenidos están adaptados a diferentes niveles de dominio de la lengua extranjera para facilitar su aprendizaje.

La audición que va a iniciar le ayudará a elevar su grado de percepción auditiva del inglés. A continuación, escuchará una serie de módulos, primero en inglés y después en inglés/castellano para entrenar su oído en la comprensión del inglés.

Comenzamos.

## **CURSO DE NEGOCIOS / NIVEL INTERMEDIO/ MÓDULO 10**

### **SOLICITAR UN ASCENSO**

En este módulo aprenderás:

- A hacer una petición a tu superior.
- Vocabulario útil para solicitar un ascenso (retribución, funciones...)
- A tranquilizar a alguien.
- A negar una petición amablemente y a expresar objeciones.
- A expresar los deseos de uno.
- Numerosas expresiones de tiempo.

## **Versión en inglés**

Sam Dawson has worked as a salesman for two years in United Ways.

He studied Commercial Techniques. He wants to be a sales team manager. He thinks he is ready to be promoted.

Early in the morning he goes to Ms. Pearl's office, the sales manager.

---

**Ms. Pearl:** Good morning, Sam.

**Sam:** Good morning. Can I come in?

**Ms. P:** Yes, please, come in. What can I do for you?

**S:** I wanted to talk to you about an issue. Do you have a moment?

**Ms. P:** Yes. Have a seat. Tell me.

**S:** As you know, I have been working for two years as a salesman in this company.

**Ms. P:** I know. You've got many customers. We are all very happy with you.

**S:** I like the relation I have with them. We really get along.

**Ms. P:** And all the customers are very happy with you.

**S:** I'm happy to know that. I've worked a lot so that everything went well.

**Ms. P:** That's true. Then, what did you want to talk to me about?

**S:** In a few weeks my contract terminates. I'd like to know what is going to happen with me.

**Ms. P:** Don't worry about that. You know we count on you. We hope you are here for a long time.

**S:** Yes, but, what functions am I going to have?

**Ms. P:** The ones you have now, why? What's wrong?

**S:** Ms. Pearl, I've been for two years doing the same thing.

I am happy but I want to grow professionally.

**Ms. P:** What are you thinking of?

**S:** I'd like to take charge of one of the sales teams.

**Ms. P:** Hmm... I have to think about it. You are a good salesman, but you are very young.

**S:** Madam, I studied Commercial Techniques. I have been working here for two years. I feel I am ready.

**Ms. P:** I can't promise anything, but I want you to keep on working with us. I like your work.

**S:** It doesn't have to be right now but, is there any possibility I get promoted soon?

**Ms. P:** I'm afraid it's not possible for the time being. However, I know it will be later on.

**S:** But am I going to have to wait for a long time?

**Ms. P:** I don't know. First, I have to see this year's balance.

**S:** All right.

**Ms. P:** Anything else?

**S:** Yes, I have a doubt. The three last customers I got need special attention, don't they?

**Ms. P:** That's right. What are you thinking of?

**S:** I've thought of dealing with them directly.

**Ms. P:** What do you mean?

**S:** I want those customers to depend from me.

I will talk to them, answer their questions, solve their problems...

**Ms. P:** Fine, I think that's a good idea.

**S:** Great!

**Ms. P:** But we have to set a date to follow your progress with them.

**S:** Sure, we will set a date. Whenever you want. I don't have any problem.

**Ms. P:** And, you must know this won't change your salary, for now.

**S:** Yes, I already imagined it, but I am still willing to do it.

**Ms. P:** If you do it well, I'll compensate you somehow. You have until the end of this year to get results with these customers.

**S:** Perfect! I assure you you will see results. I am really thankful to you for this opportunity.

**Ms. P:** I want us to meet again next Wednesday at half past five in the afternoon.

**S:** All right, madam. I'll be here without fail.

**Ms. P:** Well, Sam, you have a lot to do. Let's get to work then.

**S:** I'll start right now. Thank you.

## Versión Método Listen & Learn

Sam Dawson has worked as a salesman for two years in United Ways.

He studied Commercial Techniques. He wants to be a sales team manager. He thinks he is ready to be promoted.

Early in the morning he goes to Ms. Pearl's office, the sales manager.

Sam Dawson lleva como comercial dos años en United Ways.

Él estudió técnicas comerciales. Quiere ser jefe de equipo de ventas. Piensa que está preparado para que lo asciendan.

A primera hora de la mañana va al despacho de la Sra. Pearl, la directora comercial.

**Ms. Pearl:** Good morning, Sam.

**Sam:** Good morning. Can I come in?

**Ms. P:** Yes, please, come in. What can I do for you?

**S:** I wanted to talk to you about an issue. Do you have a moment?

**Ms. P:** Yes. Have a seat. Tell me.

**S:** As you know, I have been working for two years as a salesman in this company.

**Ms. P:** I know. You've got many customers. We are all very happy with you.

**S:** I like the relation I have with them. We really get along.

**Sra. Pearl:** Buenos días, Sam.

**Sam:** Buenos días. ¿Puedo pasar?

**Sra. P:** Sí, por favor, pasa. ¿Qué puedo hacer por usted?

**S:** Quería hablar con usted de un asunto. ¿Tiene un momento?

**Sra. P:** Sí. Tome asiento. Dígame.

**S:** Como sabe, llevo trabajando dos años como comercial en esta empresa.

**Sra. P:** Lo sé. Ha conseguido muchos clientes. Estamos todos muy contentos con usted.

**S:** Me gusta la relación que tengo con ellos. Nos llevamos realmente bien.

**Ms. P:** And all the customers are very happy with you.

**S:** I'm happy to know that. I've worked a lot so that everything went well.

**Ms. P:** That's true. Then, what did you want to talk to me about?

**S:** In a few weeks my contract terminates. I'd like to know what is going to happen with me.

**Ms. P:** Don't worry about that. You know we count on you. We hope you are here for a long time.

**S:** Yes, but, what functions am I going to have?

**Ms. P:** The ones you have now, why? What's wrong?

**S:** Ms. Pearl, I've been for two years doing the same thing.

I am happy but I want to grow professionally.

**Ms. P:** What are you thinking of?

**S:** I'd like to take charge of one of the sales teams.

**Sra. P:** Y todos los clientes están muy contentos con usted.

**S:** Me alegra saber eso. He trabajado mucho para que todo saliese bien.

**Sra. P:** Es verdad. Entonces, ¿de qué me quería hablar?

**S:** Dentro de unas semanas se termina mi contrato. Me gustaría saber qué va a pasar conmigo.

**Sra. P:** No se preocupe por eso. Sabe que contamos con usted. Esperamos que esté aquí por mucho tiempo.

**S:** Sí, pero, ¿qué funciones voy a tener?

**Sra. P:** Las que tiene ahora, ¿por qué? ¿Qué pasa?

**S:** Señora Pearl, llevo dos años haciendo lo mismo.

Estoy contento pero quiero crecer profesionalmente.

**Sra. P:** ¿En qué está pensando?

**S:** Me gustaría llevar uno de los equipos de ventas.

**Ms. P:** Hmm... I have to think about it. You are a good salesman, but you are very young.

**S:** Madam, I studied Commercial Techniques. I have been working here for two years. I feel I am ready.

**Ms. P:** I can't promise anything, but I want you to keep on working with us. I like your work.

**S:** It doesn't have to be right now but, is there any possibility I get promoted soon?

**Ms. P:** I'm afraid it's not possible for the time being. However, I know it will be later on.

**S:** But am I going to have to wait for a long time?

**Ms. P:** I don't know. First, I have to see this year's balance.

**S:** All right.

**Ms. P:** Anything else?

**S:** Yes, I have a doubt. The three last customers I got need special attention, don't they?

**Sra. P:** Mmmm... Tengo que pensarlo. Es un buen comercial, pero es muy joven.

**S:** Señora, estudié técnicas comerciales. Llevo dos años trabajando aquí. Siento que estoy preparado.

**Sra. P:** Yo no puedo prometerle nada, pero quiero que siga trabajando con nosotros. Me gusta su trabajo.

**S:** No tiene que ser ahora mismo pero, ¿hay alguna posibilidad de que me ascienda pronto?

**Sra. P:** Me temo que no es posible por ahora. Sin embargo, sé que lo será más adelante.

**S:** Pero, ¿voy a tener que esperar mucho tiempo?

**Sra. P:** No lo sé. Primero tengo que ver el balance de este año.

**S:** De acuerdo.

**Sra. P:** ¿Algo más?

**S:** Sí, tengo una duda. Los tres últimos clientes que conseguí necesitan una atención especial, ¿verdad?

**Ms. P:** That's right. What are you thinking of?

**S:** I've thought of dealing with them directly.

**Ms. P:** What do you mean?

**S:** I want those customers to depend from me.

I will talk to them, answer their questions, solve their problems...

**Ms. P:** Fine, I think that's a good idea.

**S:** Great!

**Ms. P:** But we have to set a date to follow your progress with them.

**S:** Sure, we will set a date. Whenever you want. I don't have any problem.

**Ms. P:** And, you must know this won't change your salary, for now.

**S:** Yes, I already imagined it, but I am still willing to do it.

**Ms. P:** If you do it well, I'll compensate you somehow. You have until the end of this year to get results with these customers.

**Sra. P:** Así es. ¿En qué está pensando?

**S:** He pensado en tratarlos yo directamente.

**Sra. P:** ¿A qué se refiere?

**S:** Quiero que esos clientes dependan de mí.

Yo hablaré con ellos, responderé sus dudas, solucionaré sus problemas...

**Sra. P:** Bien, me parece buena idea.

**S:** ¡Estupendo!

**Sra. P:** Pero tenemos que fijar una fecha para seguir sus progresos con ellos.

**S:** Claro, fijaremos una fecha. Cuando usted quiera. No tengo problema con eso.

**Sra. P:** Y, debe saber que esto no modificará su salario, por ahora.

**S:** Sí, ya me lo imaginaba, pero aún así estoy dispuesto a hacerlo.

**Sra. P:** Si lo hace bien, le recompensaré de algún modo. Tiene hasta final de año para conseguir resultados con estos clientes.

**S:** Perfect! I assure you you will see results. I am really thankful to you for this opportunity.

**Ms. P:** I want us to meet again next Wednesday at half past five in the afternoon.

**S:** All right, madam. I'll be here without fail.

**Ms. P:** Well, Sam, you have a lot to do. Let's get to work then.

**S:** I'll start right now. Thank you.

**S:** ¡Perfecto! Le aseguro que verá resultados. Le estoy muy agradecido por esta oportunidad.

**Sra. P:** Quiero que nos reunamos de nuevo el próximo miércoles a las cinco y media de la tarde.

**S:** De acuerdo señora. Estaré aquí sin falta.

**Sra. P:** Bueno, Sam, tienes mucho que hacer. Pongámonos a trabajar entonces.

**S:** Empiezo ahora mismo. Gracias.