

Numbers / Times / Prices / Dates / Fractions / Decimals

1) Write these numbers in words:

0 zero / nought / 'oh' 1 2 3 4
 5 6 7 8 9

2) Now practise saying these phone numbers with a partner:

0246 1723598	0733 84415	0348 692751	0041 8326 511997
0019 035 785624	0327 590608	051 9564788	0721 220 439 7685

3) Write these numbers in words:

10	20	24
11	30	43
12	40	97
13	50	71
14	60	35
15	70	56
16	80	69
17	90	82

4) Now practise saying these times with a partner:

11.55	5.35	18.10	4.30	10.15	17.02	23.25	2.45
7.05	9.30	6.20	12.00	3.25	1.35	8.40	15.50

5) Write these numbers in figures:

A hundred	A thousand	A million
A billion	Ten million	A hundred thousand
Ten thousand	A hundred million	A trillion

6) Now practise saying the following with a partner:

a) Numbers:

13	30	14	40	15	50	16	60	17	70	18	80	19	90
33	54	89	11	66	73	511	999	856	101	3,654	1,509	95,767	
501,203	697,405	71,212,605		31,269,745		547,296,813	367,194,528						

b) Decimal Currencies:

£25	60p	£31.75	\$32	50c	\$19.95	€45	99c	€1.75	£8bn	\$17tr	€90m
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c) Dates:

12 April	21 May	February 2	March 1	4 July	August 31	January 10	8 June						
1961	1815	1492	1066	1564	1616	1776	1300	2000	2001	2015	1865	1943	1290
21/10/61	31/12/99	4/6/09	7/9/02	30/11/04	14/1/72	29/09/14							

d) Fractions:

$\frac{1}{2}$	$\frac{1}{3}$	$\frac{1}{4}$	$\frac{1}{8}$	$\frac{2}{3}$	$\frac{3}{4}$	$\frac{7}{8}$	$10\frac{1}{2}$	$5\frac{3}{4}$	$6\frac{5}{8}$	$12\frac{2}{3}$
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e) Decimals:

5.8	41.532	8.907	68.4%	95.672 pc	17.308 pc	99.999%
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100
1,000
10,000
100,000
1,000,000
10,000,000
100,000,000
1,000,000,000
1,000,000,000,000

123

987

465,123

546,987

879,465,123

312,546,987

DECIMAL CURRENCIES

€1 = one euro one euro = one hundred cents

€10 = ten euros 25c = twenty-five cents

€10.25 = ten euros twenty-five

\$1 = one dollar one dollar = one hundred cents

\$12 = twelve dollars 50c = fifty cents

\$12.50 = twelve dollars fifty

£1 = one pound one pound = one hundred pence

£46 = forty-six pounds 99p = ninety-nine pence

£46.99 = forty-six pounds ninety-nine

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

January

February

March

April

May

June

July

August

September

October

November

December

ORDINAL NUMBERS

1st	11th	21st	twenty-first
2nd	12th	twelfth	22nd
3rd third	13th	thirteenth	23rd
4th fourth	14th	24th	
5th	15th	25th	
6th	16th	26th	
7th	17th	27th	
8th	18th	28th	
9th ninth	19th	29th	
10th	20th	twentieth	30th thirtieth
		31st	thirty-first

NELSON MANDELA

'Speakout Elementary Unit 6' : <https://www.youtube.com/watch?v=aePWContZ7E>

- 1) In which year was Nelson Mandela born ?
- 2) How old was he when his father died ?
- 3) When did he go to university ?
- 4) When did he join the African National Congress (ANC) ?
- 5) When did he become a lawyer ?
- 6) When did he go to prison ?
- 7) For how many years did he stay in prison ?
- 8) When did he leave prison ?
- 9) When did free and fair elections finally take place in South Africa ?
- 10) When did Nelson Mandela become South Africa's President ?
- 11) For how many years was Nelson Mandela South Africa's President ?
- 12) When did he retire ?
- 13) When did he die ?
- 14) How old was he when he died ?
- 15) Where did he ask to be buried ?

1) Watch the video-clip below:

'The Wizard of Lies'

<https://www.youtube.com/watch?v=05HK-z6HoHM>

2) Now watch the video-clip below:

'How Bernie Madoff Modernized the Ponzi Scheme'

<https://www.facebook.com/watch/?v=10155450559228933>

VOCABULARY:

Funds 'Pie in the sky promises' 'On the brink of...' Returns 'Taking a cut' 'A scam'

QUESTIONS

- i) When did Charles Ponzi operate his 'Ponzi scheme'?
- ii) What sort of returns did he promise his clients?
- iii) When did Bernie Madoff's 'Ponzi scheme' come to an end?
- iv) What sort of returns did he promise his clients?
- v) Who turned Bernie Madoff in to the police?
- vi) How was Bernie Madoff punished for his crimes?

3) Now watch the video-clip below:

'Bernie Madoff: His Life And Crimes (CNBC Documentaries - Part 2) | CNBC Prime'

<https://www.youtube.com/watch?v=QuKvACLqu6k>

NB. The SEC = The Securities and Exchange Commission
(the body which enforces US federal securities laws)

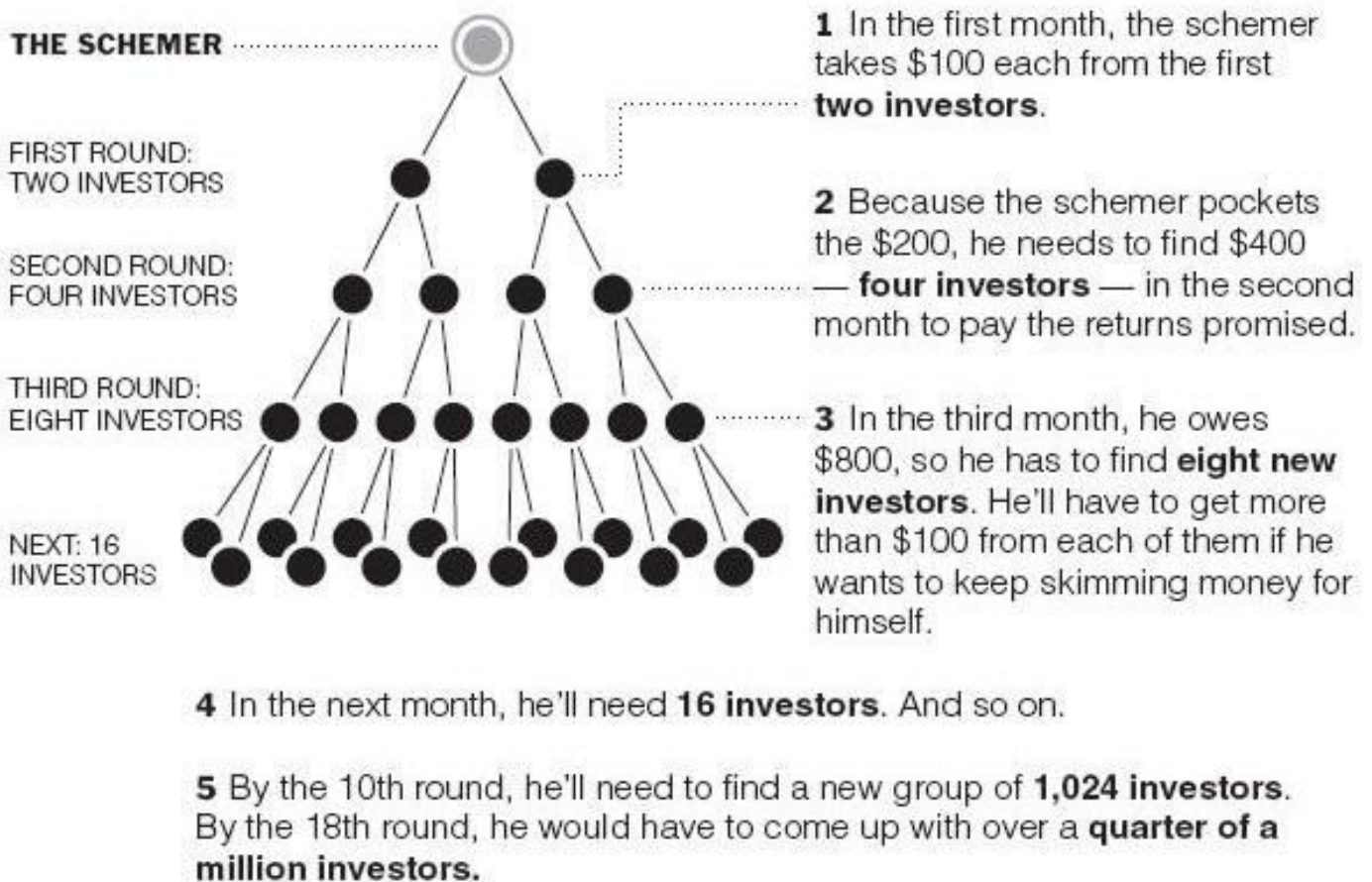
What is Ponzi Scheme?

*A Ponzi scheme is a **fraudulent investment** operation that pays returns to its investors from their own money or the money paid by subsequent investors, rather than from profit earned by the individual or organization running the operation.*



As they unfold, Ponzi schemes ultimately require an unsustainably large pool of investors to keep the racket going.

In this simplified example, the schemer starts by taking \$100 from investors, promising to double it within a month. But instead of investing their money, he pays them with funds from larger, successive rounds of investors.



Bernie Madoff was an American stock broker, investment adviser, non-executive chairman of the NASDAQ stock market, and the operator of what has been described as the largest Ponzi scheme in history. Madoff was born in New York City on April He founded the Wall Street firm Bernard L. Madoff Investment Securities LLC in, and was its chairman until his arrest on December The firm was one of the top market maker businesses on Wall Street. Several family members worked for Madoff. His younger brother, Peter, was Senior Managing Director and Chief Compliance Officer, and Peter's daughter, Shana was the Compliance Attorney. Madoff's sons, Mark and Andrew, worked in the trading section, along with Charles Weiner, Madoff's nephew.

By, Madoff and his wife were worth up to \$....., plus an estimated \$..... for the value of his business interest in Bernard L. Madoff Investment Securities LLC. Other major assets included securities (\$.....), cash (\$.....), a half-interest in BLM Air Charter (\$.....), a Leopard yacht (\$.....), jewellery (\$.....), a Manhattan apartment (\$.....), a Montauk home (\$.....), a Palm Beach home (\$.....), a Cap d' Antibes property in France (\$.....), plus furniture, household goods and art (\$.....).

Concerns about Madoff's business surfaced as early as, when financial analyst Harry Markopolos informed the U.S. Securities and Exchange Commission (SEC) that he believed it was legally and mathematically impossible to achieve the gains Madoff claimed to deliver. Others also contended it was inconceivable that the growing volume of Madoff accounts could be competently and legitimately serviced by a-person firm with only active accountant. The Federal Bureau of Investigation claims that during the first week of December, Madoff confided to one of his sons that he was struggling to meet \$..... in redemptions but was planning to pay out \$..... in bonuses two months early. The son asked how he could pay bonuses if he was having trouble paying clients. Madoff eventually admitted that he was "finished" that he had "absolutely nothing" left, that his investment fund was "just one big lie" and "a giant Ponzi scheme." Madoff's sons then reported their father to the federal authorities. On December, he was arrested and charged with securities fraud.

In March, Madoff pleaded guilty to federal crimes and admitted turning his wealth management business into a massive Ponzi scheme that defrauded of investors of of dollars. Madoff said he began the Ponzi scheme in the early although federal investigators believe the fraud began as early as the and that the investment operation may never have been legitimate. Actual losses to investors may total \$..... while the amount missing from clients' accounts, including fabricated gains, was almost \$..... On June, he was sentenced to years in prison, the maximum allowed. On April, he died there.

Bernie Madoff admitted that his investment fund was “a giant Ponzi scheme”. Using the Internet, find out (a) who Carlo Ponzi was and (b) what a Ponzi scheme is. Then write a summary of Carlo Ponzi’s life in English in the space below.

THE TINDER SWINDLER

1) Watch the trailer for the Netflix documentary 'The Tinder Swindler'.

<https://www.youtube.com/watch?v=Hb7AZcC88lg>

2) Now read about the case here:

An Israeli man, born Shimon Hayut, travelled around Europe, presenting himself as the son of Russian-Israeli diamond mogul Lev Leviev. He used the dating app Tinder to contact women as Simon Leviev, and tricked them into lending him money that he never repaid. He would charm women with lavish gifts and take them to dinners on private jets using money he borrowed from other women he had previously conned. He would later pretend he was being targeted by his "enemies", often sending the same messages and images to each woman, indicating that he had just been attacked with a knife, but that his bodyguard had saved him and was hurt. He then asked his victims to help him financially due to the breach of 'security', allegedly hindering his use of his credit cards and bank accounts; the women would often take out bank loans for thousands of dollars and new credit cards in order to help. He would then use the money gained through the deception to lure new victims, while essentially operating a Ponzi scheme. Later, he would pretend to repay his victims by sending forged documents showing fake bank transfers and then break off contact with the victims. It's estimated that he swindled \$10 million from people across the globe.

3) Now watch the news report about Simon Leviev:

<https://www.youtube.com/watch?v=l6RGJSh1nV0>

What happened to him in Israel?

Where is he now?

What do you think should happen to men like this?

4) Now watch the Netflix trailer for the series 'Inventing Anna'.

<https://www.youtube.com/watch?v=65xa8TG2G8o>

5) WEBQUEST: Now look up Anna Delvey / Anna Sorokin on the Internet.

Who was she?

What was her crime?

What happened to her in the end?

Where is she now?

Listening 1: White-collar crime in the 21st century

You are going to hear a law professor being interviewed on a university radio station programme. Professor John Poulos is a faculty member at the University of California Davis School of Law. After practising law in California, he introduced the law school's first course on white-collar crime.

- 14** ▶ 4.1 Listen to the interview. Does Professor Poulos think that white-collar crime is less serious than, as serious as or more serious than violent street crime?
- 15** ▶ 4.1 Listen again and decide whether these statements are true (T) or false (F), according to the professor.
- 1 New technology has led to a decrease in white-collar crime.
 - 2 Street crime is generally punished more harshly than white-collar crime.
 - 3 Increasingly, white-collar crime is committed by employees high up in the corporate hierarchy.
 - 4 The number of people who are victims of white-collar crime is significant.
 - 5 White-collar crime has had little effect on the US economy.

Language use 2: Talking about cause and effect

16 ◀ 4.1 In the interview, Professor Poulos talks about changes in white-collar crime and the effect of white-collar crime on society. Listen again and complete these extracts.

- 1 The internationalisation of the economy more opportunities for white-collar crime.
- 2 While violent crime frequently the victims of that crime, it is usually fairly limited.
- 3 But when you have a savings and loans scandal, as we've seen in the past, or an Enron scandal, those crimes millions of people.
- 4 Enron large, large numbers of people.
- 5 The other is the sheer mass of injuries inflicted on investors in cases like Enron, which the system of investing in the USA.
- 6 Part of the slow recovery of the economy white-collar crime on the investment environment.

17 Match the two halves of the sentences.

- | | |
|---------------------------------------|------------------------------------------------------------|
| 1 Rising poverty in US cities has led | a an impact on the whole economy. |
| 2 Anti-social behaviour adversely | b older people, as they sometimes lose their life savings. |
| 3 Knife crime mostly | c affects the communities we live in. |
| 4 White-collar crime has | d impacts young men. |
| 5 Fraud has a big impact on | e to a rise in gun crime. |

Speaking 1: White-collar crime

18 Discuss these questions with a partner. As much as possible, make use of the expressions in Exercise 16.

- 1 How serious do you think white-collar crime is? What do *you* think are the most important effects of white-collar crime on society?
- 2 Should people who commit business crimes be punished in the same way as people who commit other crimes?
- 3 Have there been any well-publicised cases of corporate crime in your jurisdiction?

Reading 2: White-collar crime: insider dealing and market abuse

One type of white-collar crime is insider dealing (also known as insider trading). It refers to the act of trading in securities by people who have confidential information about a company's finances or operations. The article on the next page deals with the first case to be tried under the Financial Services and Markets Act, a UK Act of Parliament which created a new regulatory body for the financial services industry.

19 Read through the article below quickly and answer these questions.

- 1 What is the profession of the appellant?
- 2 Which crime was he found guilty of?
- 3 What did he know about the company in question?
- 4 How much profit did the appellant make on the sale of the shares?

FSA fines auditor for market abuse

The Financial Services and Markets Tribunal has upheld a Financial Services Authority (FSA) case against Mr Arif Mohammed, a former Pricewaterhouse Coopers (PwC) audit manager, who was fined £10,000 for committing market abuse. This is the first time the market abuse provisions in the Financial Services and Markets Act 2000 (FSMA) have been the subject of a Tribunal decision.

Mr Mohammed bought shares in Delta plc, a London Stock Exchange listed electrical and engineering services company, based on his knowledge that the company intended to sell its electrical division. Mr Mohammed became aware of this confidential information because Delta's electrical division was an audit client of PwC, and Mr Mohammed worked on the company's audit.

In July 2002, Mr Mohammed first became aware of the proposed sale of Delta's electrical division. He was told that this information was confidential and not to be discussed with company officials. Although Mr Mohammed began handing over

the responsibility for elements of Delta's audit in September 2002, he remained on the audit team assigned to Delta throughout the period leading up to the disposal announcement. In particular, Mr Mohammed remained responsible for planning staff to work on Delta and had reason to know about the sale's progress because of its impact on resource planning.

At the end of November 2002, Mr Mohammed was aware that the sale process was ongoing and was getting close to agreement. Based on this information, he purchased 15,000 shares in Delta on 29 November 2002 at 80p each. Delta announced the disposal on 9 December 2002, and Mr Mohammed sold his shares the following day at 105p each, making a profit of £3,750.

The Tribunal held that the information Mr Mohammed had about the proposed deal was sufficient and precise enough to be considered as relevant information according to the market abuse provisions.

20 Read the article again, and decide whether these statements are true (T) or false (F). If a statement is false, correct it.

- 1 The case was heard before the European Court of Justice.
- 2 Mr Mohammed was sentenced to imprisonment for his crime.
- 3 The defendant was not at all responsible for the audit of the company.
- 4 He knew about the progress of the planned sale.

21 Find words in the text that mean the same as these underlined words.

- 1 secret information
- 2 to buy shares
- 3 suggested deal
- 4 the Tribunal decided
- 5 market abuse laws

22 What do you think can be done to prevent cases of market abuse (like the one described above) from occurring?

1

A career in law

THE STUDY OF LAW

Lead-in

The study of law differs from country to country, but most law degree programmes¹ include **core** (compulsory) subjects which all students must take. Which core courses are typical in your country? How long does it take to complete a law degree?

Reading 1: A career in law

1 Read the text below and answer these questions.

- 1 Which courses do law students in the UK have to take?
- 2 Which optional courses might a student who wants to work in a big law firm take?

The study of law is intellectually stimulating and challenging, and can lead to a variety of interesting careers.

In the UK and the USA, law degree programmes usually take three years to complete. In the UK, these programmes typically include core subjects such as **criminal law**, contract law, tort law, **land law**, **equity and trusts**, **administrative law** and **constitutional law**. In addition, students are often required to take courses covering skills such as legal writing and legal research.

There is also a variety of optional (elective) courses available. Since many law students go on to become lawyers, students often take courses that will be useful to them during their future careers. Someone wishing to run a small **partnership** or to work alone as a **sole practitioner** in a small town may decide to take subjects such as **family law**, **employment law** and **housing law**. Those wishing to work in a large **law practice** will consider subjects such as **company law**, **commercial law** and **litigation and arbitration**.

Many universities also offer courses on legal practice. Courses like this give students the opportunity to experience the work of a lawyer before deciding on a career in the law. Another way of finding out more about law in practice is to get involved with a voluntary advice centre or **law clinic**. These clinics offer free **legal assistance** to the local community and provide a useful introduction to some of the day-to-day work of a lawyer.

For students wishing to work in a commercial practice, knowledge of foreign languages is essential. When **law firms** hire new recruits, they generally look at four things: education, personality, work experience and language ability. Since English is the language of the international legal community, law firms increasingly expect graduates to have a good command of English.

- 2 Read the text again and decide whether these statements are true (T) or false (F). If the statement is false, correct it.
- 1 A course in family law is usually included among the core subjects at law schools in the UK.
 - 2 Some law degree programmes offer courses in some of the important skills that lawyers need in order to do their work, such as legal writing or legal English.
 - 3 Law clinics give law students the opportunity to learn about the legal problems of the medical profession.
 - 4 Today, commercial law firms expect recruits to be completely fluent in English.
- 3 When you record vocabulary, you should try to write down as many collocations as you can, and not only single words.
How many collocations with the words *legal* (e.g. *legal writing*) and *law* (e.g. *law firm*) can you find in the text?

Speaking 1: Law firms and courses

- 4 Discuss these questions with a partner. Look at the sample responses.
- 1 What type of law firm do you (think you would like to) work in?
*I'd like to work as a sole practitioner, as I'd prefer to be my own boss.
I think a big law firm would be exciting.*
 - 2 Which optional courses are you taking / did you take during your studies?
*This semester, I'm taking an elective course in environmental law.
I took a course on human rights law when I was in law school.*

Reading 2: Course descriptions

- 5 Reading texts in a foreign language often means encountering unfamiliar words. Discuss these questions with a partner.
- 1 What is the best way to deal with unfamiliar words in a text?
 - 2 Read the following list of strategies and discuss how useful they are. What factors might affect the strategy you use?
 - Try to understand the new word with the help of surrounding words.
 - Look up every unknown word in a dictionary.
 - Ignore the unknown word and read on.
 - Look up some new words, ignore others.
 - Analyse the unknown word: ask what part of speech it is (a noun or an adjective, for example); if it has a root or a prefix (Latin or French, for example) that may help you understand it; if it has a positive or negative meaning, etc.

Keep these strategies in mind when reading the text on page 10.

- 6 Quickly read the law course descriptions taken from a university website. Ignore the gaps for now. Do you think this university is in the UK? Why (not)?



Course descriptions

First-year course descriptions

Introduction to Law: This course aims to familiarize the student with the study of law; to begin the development of certain basic skills, such as reading, analysis and synthesis of legal decisions, and interpretation of statutes; to discuss fundamental aspects of the legal process, e.g. how courts “make law” and the function of the courts with respect to statutory law.

- 1) : This course covers the fundamental principles governing the formation, interpretation, performance, and enforcement of contracts. In addition, special attention is given to the requirements of offer and acceptance, consideration, formal requirements, public policy, and the problems of choosing a remedy in case of a breach. Some attention will also be given to the Uniform Commercial Code.
- 2) : Topics covered include liability for intentional and negligently caused injuries to person and property; strict liability; vicarious liability; ultra-hazardous activities; products liability; nuisance; invasion of privacy; defamation; the impact of insurance and risk distribution upon liability; accident compensation plans; damages; losses.
- 3) : This course presents the basic concepts of criminal law. Crimes against persons, property, and public administration are covered, with special emphasis placed upon the law of homicide.

Second-year course descriptions

Evidence: This course will explore the rules of evidence and their rationale, including relevancy, hearsay, impeachment, cross-examination, opinions and experts, documents, and privileges.

Criminal Procedure: This course will cover regulation of law enforcement conduct during the investigation of crimes, with special emphasis on constitutional and statutory limitations. Topics include search and seizure, confessions and incriminating statements, electronic surveillance, entrapment, identification procedures, and remedies for improper police conduct.

- 4) : This course covers the general principles of federal constitutional law, including government authority and its distribution under the constitution; the judicial function in constitutional cases; powers delegated to the national government and the reserved powers of the states in areas of federal authority; intergovernmental relations; rights, privileges, and immunities under the constitution; national citizenship; the contract clause; the federal constitution and the amendments thereto.
- 5) : This course is designed to acquaint students with the nature of legal research. Students will analyze judicial opinions; apply legal concepts and rules; and learn correct legal citation and use of correct precedent. Special attention is given to the mechanics of legal research, the techniques of writing memoranda, and briefs.

7 Choose the correct title for each course in the catalogue excerpt on page 10.

- 1 Criminal law / Crime law
- 2 Law of the constitution / Constitutional law
- 3 Contract law / Contracting law
- 4 Legal research and writing / Legal investigation and writing
- 5 Liability law / Tort law

8 Read the excerpt again and answer these questions.

- 1 Which course covers basic skills that students will need during their studies?
- 2 Which course deals with research and writing skills needed in professional life?
- 3 Which course teaches students how to cross-examine a witness?

9 Underline three words you do not know. Try to guess their meaning by looking at surrounding words and analysing the words.

10 Which of the courses in the excerpt are/were you required to take in the law degree programme you are/were enrolled in?

Listening 1: Law courses

Most universities now offer language courses for lawyers, and in some countries these courses are compulsory. Some courses in legal English focus on the study of Anglo-American legal systems and associated terminology. Others offer a more practical introduction to the language skills lawyers will need during their future careers.

You are going to hear a discussion between two law students, Heidi from Germany and Pavel from Russia. They are each spending a semester studying law in England and are discussing the English courses they were required to take as part of the law degree programmes in their respective countries.

11 1.1 Listen to the discussion and tick (✓) what each speaker says he/she did on his/her legal English course.

	Heidi's course (Speaker 1)	Pavel's course (Speaker 2)
--	-------------------------------	-------------------------------

- | | | |
|---------------------------------------------|--------------------------|--------------------------|
| 1 worked on writing skills for lawyers | <input type="checkbox"/> | <input type="checkbox"/> |
| 2 practised legal research skills | <input type="checkbox"/> | <input type="checkbox"/> |
| 3 learned about other legal systems | <input type="checkbox"/> | <input type="checkbox"/> |
| 4 studied terminology | <input type="checkbox"/> | <input type="checkbox"/> |
| 5 gave presentations | <input type="checkbox"/> | <input type="checkbox"/> |
| 6 practised speaking about own legal system | <input type="checkbox"/> | <input type="checkbox"/> |

12 1.1 Listen to the conversation again and then discuss with a partner which course (Heidi's or Pavel's) most resembles your experience of legal English so far.

LAW IN PRACTICE

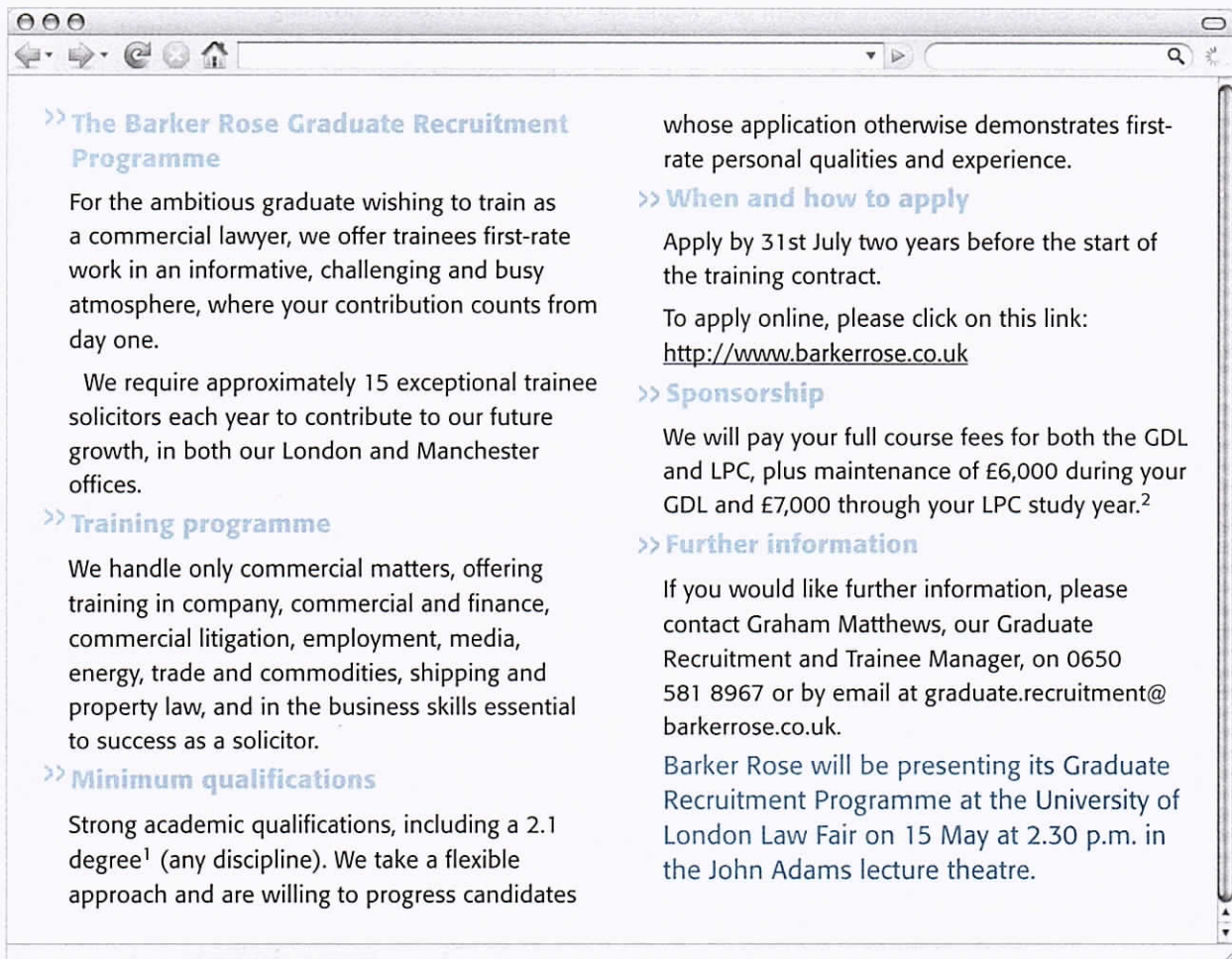
Lead-in

Lawyers in smaller firms often advise clients on general legal issues, contacting colleagues for assistance when necessary. Lawyers in larger firms tend to specialise in specific areas, such as advising on tax matters, dealing with commercial transactions or registering patents. Which areas of law do you find most interesting and why?

Reading 3: Graduate recruitment programme

16 Read the advertisement for the Barker Rose Graduate Recruitment Programme and answer these questions.

- 1 Do you need to have a law degree to qualify for the programme?
- 2 How will Barker Rose help graduate students qualify to become solicitors?



>> The Barker Rose Graduate Recruitment Programme

For the ambitious graduate wishing to train as a commercial lawyer, we offer trainees first-rate work in an informative, challenging and busy atmosphere, where your contribution counts from day one.

We require approximately 15 exceptional trainee solicitors each year to contribute to our future growth, in both our London and Manchester offices.

>> Training programme

We handle only commercial matters, offering training in company, commercial and finance, commercial litigation, employment, media, energy, trade and commodities, shipping and property law, and in the business skills essential to success as a solicitor.

>> Minimum qualifications

Strong academic qualifications, including a 2.1 degree¹ (any discipline). We take a flexible approach and are willing to progress candidates whose application otherwise demonstrates first-rate personal qualities and experience.

>> When and how to apply

Apply by 31st July two years before the start of the training contract.

To apply online, please click on this link:
<http://www.barkerrose.co.uk>

>> Sponsorship

We will pay your full course fees for both the GDL and LPC, plus maintenance of £6,000 during your GDL and £7,000 through your LPC study year.²

>> Further information

If you would like further information, please contact Graham Matthews, our Graduate Recruitment and Trainee Manager, on 0650 581 8967 or by email at graduate.recruitment@barkerrose.co.uk.

Barker Rose will be presenting its Graduate Recruitment Programme at the University of London Law Fair on 15 May at 2.30 p.m. in the John Adams lecture theatre.

¹ In the UK, different-class degrees are awarded as follows: 1 (*a first*), 2.1 (*a two-one*), 2.2 (*a two-two*), 3 (*a third*).

² The Graduate Diploma in Law (GDL) is a conversion course allowing those holding non-law degrees in any subject to convert to a career in law. After completing the GDL, students who want to become barristers take the Bar Vocational Course (BVC) before entering the profession as pupil barristers. Students who want to become solicitors take the Legal Practice Course (LPC) before becoming trainee solicitors.

17 Read these four descriptions of students and decide if they would be suitable for the Barker Rose Graduate Recruitment Programme. Give reasons for your answers.

1 Andrea

Andrea is most interested in criminal law and has helped advise defendants of their rights at her university law clinic. She is very studious and is aiming for a first-class law degree.

2 Sandip

Sandip founded his own e-commerce business following a disappointing 2.2 law degree. He is now in great demand as a gifted dotcom consultant, but would like to pursue a career in commercial law.

3 Meral

Meral is interested in company law and is very ambitious. Her aim is to become a partner in a law firm by the age of 30. She would like to begin her training contract next year in order to get ahead as soon as possible.

4 Oren

Oren is a business-studies student and would like to pursue a career advising companies on mergers and acquisitions. He had originally wanted to start his own business, but decided on a career in law during his second year.

18 Discuss these questions with a partner.

- 1 Would the Barker Rose Graduate Recruitment Programme be of interest to you? Why (not)?
- 2 If you had the chance to speak to someone about the programme, what questions would you ask?

Writing: Short email

19 The Barker Rose Graduate Recruitment programme gives an email address where you can write for more information. Write a short email asking the questions you discussed in Exercise 18, question 2. Use the opportunity to give some information about yourself, your professional and academic background and why you are interested in applying for the programme.

Listening 2: Graduate recruitment programme

20 ◀ 1.2 Barker Rose are presenting their Graduate Recruitment Programme at the University of London Law Fair. Listen to the first part of the presentation and decide whether these statements are true (T), false (F) or not clear (NC).

- 1 The students at the presentation have recently taken their mid-term exams.
- 2 The speaker is a law graduate.
- 3 Most of the speaker's lawyer friends are partners in law firms.
- 4 The speaker will take questions during and at the end of the talk.
- 5 There were over 60 lawyers working for Barker Rose in 1979.
- 6 New associates can work in an area of law that interests them.

21 ◀ 1.3 Listen to the second part of the presentation and answer these questions.

- 1 How much do graduate trainees earn during their second year at Barker Rose?
- 2 How are year-end bonuses awarded?
- 3 What other benefits are paid for by the firm?
- 4 How many hours are associates expected to bill per year?
- 5 After how many years are some associates considered for partnership?

22 Some words can have several meanings. Choose the best explanation (**a** or **b**) for each of these words or phrases as they are used in the presentation.

1 a partner

a one of the owners of a partnership (e.g. a law firm)

b someone's boyfriend, girlfriend, husband or wife

2 an associate

a a person whose position at work is slightly lower or less complete than the full official position described (e.g. an associate director)

b a person who is closely connected to another person as a companion, friend or business partner

3 a bonus

a a pleasant, additional thing

b an extra amount of money given as a reward in addition to the money you were expecting

4 benefits

a a helpful or good effect, or something intended to help

b things such as medical insurance that employees receive in addition to money

5 to practise¹

a to do something regularly in order to become skilled at it

b to work in an important skilled job for which a lot of training is necessary