



Advanced Level

Light at the End of the Tunnel

WARM-UPS

1. Have you tried being locked in a dark room or a dark place?
2. How did you feel?
3. Did someone help you? Who?
4. How do you feel if you see a light in a dark room?
5. Describe a tunnel. Have you been in a tunnel?

CONVERSATION

Note the underlined phrases; they're called business idioms.

A: I understand that congratulations are in order, Ms. Lee! The word around the office is that you finally landed the Anderson account.

B: Yes, that's right! After all the hours I've put in on this contract, it's really gratifying to finally get it.

A: Have all the details been ironed out yet?

B: Well, there's still a few issues that need to be addressed. We have yet to agree how many units to ship on October, for example.

A: There's always last minute changes that needs to be discussed before the client signs on the dotted line. I'm sure that the deal will all come together.

B: I think that it will, too. I can finally see the light at the end of the tunnel.

A: I hope the Boss realizes that you really went the extra mile on this one.

VOCABULARY

Match column A with column B

A

1. contract (n)
2. gratifying (v)
3. discussed (v)
4. landed (v)
5. issues (n)
6. to ship (v)
7. realizes (v)
8. congratulations (n)
9. ironed out (v)
10. addressed (v)

B

- a. resolved or worked out
- b. dealt with
- c. conditions
- d. satisfying
- e. a written agreement that is legally binding
- f. talked over
- g. arrived
- h. to be delivered
- i. understands; to be aware
- j. complimentary expression

Business Idioms	Meaning
Congratulations are in order	congratulations are deserved or should be given
The word around the office	the rumor or what the people are saying
Finally landed	finally rewarded by a project
Hours put in	spent a lot of work or time
Have all the details been ironed out?	are all the details/issues (of the project) been worked out/figured out?
Last minute changes.	changes made before finalizing something
Sign on the dotted line	signing a contract
The deal will all come together	the contract will be signed and the job or project will be successful
See the light at the end of the tunnel	almost finished with the job/project
Went the extra mile	worked harder than you were expected to; did a real good job