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ABSTRACT

The lessons are designed to give newly-arrived, limited-English-proficient Laotian immigrants to the United States linguistic and practical skills for gaining employment. An introductory section, in both English and Lao, outlines the origins and design of the materials. Ten lessons follow, each accompanied by a teacher's guide giving an overview, key work list, and suggestions for classroom procedures. The lessons, primarily in English, contain a list of objectives, a list of key words with Lao translations and context sentences, text on the topic, phrases to be used for discussion, and exercises. Lesson topics include: the job search (help-wanted ads and signs, employment agencies, networking through friends and family, writing letters, using the telephone); Using the want-ads; filling out a job application; writing business letters (application, cover, inquiry, thank-you); writing a resume; the job interview; Social Security and the W-4 form; reading the W-2 statement; reading a paycheck; and using and reconciling checking accounts. An answer key and bilingual English-Lao glossary are appended. (MSE) (Adjunct ERIC Clearinghouse on Literacy Education)

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# 10 Lessons

of

## Pre-Employment Skills

for ESL Students

with

*a Bilingual English-Laotian Glossary  
and  
a Teacher's Guide*

(Upgraded Version)

Vuong G. Thuy, Ph.D.

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# Preface

## ຫນ້າປັກ

This updated version of the original book entitled "10 Lessons of Pre-Employment Skills for ESL Students" is the result of the input and suggestions of its users, teachers and students alike. These users feel that the book would be more useful if each bilingual English-Laotian entry listed under **Key Words and Their Laotian Translations** in each lesson is reinforced by a complete sentence showing how this entry can be used in a meaningful and relevant context.

ຫນັງສືແປປັບປຸງ ີ ທີ່ ທັນສັຍຂອງຕົ້ນສັບ ີ ທີ່ ຊື່ວ່າ ຄວາມ ຊໍານິ ຊໍານານ ທ່ອນ ການ ຈ້າງ ສິບ ບົດ ຮຽນ ຂອງ ມັກ ຮຽນ ຜູ້ ີ ຊໍ ພາ ສາ ຮັງ ກິດ ເປັນ ທີ ສອງ ແມ່ນ ຜົນ ປະ ກິດ ຂອງ ການ ປ້ອນ ແລະ ການ ແນະ ນໍາ ຂອງ ຜູ້ ີ ຊໍ, ຄຽ ອາ ຈານ ແລະ ມັກ ຮຽນ ເຊັ່ນ ກັນ. ຜູ້ ີ ຊໍ ໜຶ່ງ ມີ ຮູ້ ສຶກ ວ່າ ປຶ້ມ ເລັ່ມ ມີ ອາດ ເປັນ ປະ ໂຍດ ຕື່ມ ຖ້າ ແຕ່ ລະ ສອງ ພາ ສາ ຮັງ ກິດ-ລາ ອ ເຂົ້າ ກັບ ບັນ ລາຍ ຊື່ ຄໍາ ສໍາ ຄັນ ແລະ ການ ແປ ເປັນ ພາ ສາ ລາ ອ ໂນ ແຕ່ ລະ ບົດ ຮຽນ ຄື ເສີມ ດ້ອຍ ປະ ໂຍ ກສິ ມ ບຸນ ສະ ແດງ ີ ທີ່ ເຫັນ ວ່າ ລາຍ ການ ມີ ສາ ມາດ ີ ຊໍ ີ ທີ່ ເຕັມ ຄວາມ ຫມາຍ ແລະ ຕົງ ກັນ ກັບ ເນື້ອ ເລື່ອງ.

The original book was conceived out of the necessity and demand to provide limited English proficient (LEP) adults with instructional material especially designed to help them become economically self-sufficient. It was published in 1993 under a grant of the Bureau of Adult Basic and Literary Education of the Pennsylvania Department of Education.

ສມຸດຕິນສັບ ໄດ້ ແຕ່ງ ຂຶ້ນ ດ້ອຍ ຄວາມ ຮຽກ ຮ້ອງ ແລະ ຈໍາ ເປັນ ເພື່ອ ຈັດ ແຈງ ີ ທີ່ ຜູ້ ປ່າກ ພາ ສາ ຮັງ ກິດ ເຄີ່ງ ກາງ ງ ດ້ອຍ ອຸ ປ ກອນ ຊື່ ນໍາ ພິ ເສດ ເພື່ອ ຊ່ອຍ ເຂົາ ກາຍ ເປັນ ຄົນ ມັ ທ ຍັດ ໂນ ຕົວ ເອງ ຢ່າງ ພຽງ ພໍ. ໂນ ປີ 1993 ໄດ້ ພິ ມ ແຈກ ຍາ ຍ ພາ ຍ ີ ທີ່ ການ ອະ ນຸ ຍາດ ຂອງ ທ້ອງ ການ ພິ ນ ຖາ ມ ຜູ້ ີ ທີ່ ໜຶ່ງ ແລະ ຮັກ ສອນ ສາ ດ ສຶກ ສາ ຂອງ ພ ແນ ກ ສຶກ ສາ ທີ່ ການ ຮັ ຖ ເພັ ມ ສື ອ າ ແນ້ງ.

During his involvement as a teacher, teacher trainer and program director of ESL instruction for refugee and immigrant adults from all over the world and for 12 years, the author of this book was repeatedly asked to provide instructional materials to specifically teach pre-employment skills to LEP students who are interested in looking for a job to support themselves and/or their families.

ລະ ຫວ່າງ ການ ພົວ ພັນ ສືບ ສອງ ປີ ຂອງ ເຂົາ ດັ່ງ ຄຽ ສອນ, ຄຽ ພິ ກ ແລະ ຫົວ ຫນ້າ ແພນ ການ ຂອງ ການ ຊື່ ນໍາ ພາ ສາ ຮັງ ກິດ ເປັນ ພາ ສາ ສອງ ເພື່ອ ອົ ພ ຍົບ ແລະ ຜູ້ ເຂົ້າ ມາ ອາ ສັ ຍ ຢູ່ ີ ທີ່ ຫມ່



ພາຍໃນສິບສອງປີຜ່ານມາ, ຜູ້ຊຽນປຶ້ມຫົວມືໄດ້ຖືກຮ້ອງຂໍໃຫ້ຈັດຕັ້ງມຸມຸງປະກອບຊີ້ນຳ ໂດຍສເພາະສອນຄວາມຊຳນິຊຳນານກ່ອນການຮ້າງແກ່ນກຽມທີ່ເວົ້າພາສາອັງກິດ ເຄິ່ງກາງຜູ້ສົນໃຈຊອກຫາງານທຳເພື່ອຄ້າຈຸນຕົນເອງແລະຄອບຄົວຂອງເຂົາ.

The majority of LEP adult students come from countries where most of the pre-employment skills needed in the United States, are unheard of, such as writing a resume, how to conduct a job interview, how to request a job interview, etc. In fact many English words related to pre-employment skills and/or lifeskills topics such as "resumes," cover letter, want-ad, bank statement, check register, etc., have no equivalents in their languages.

ນັກຮຽນຜູ້ໃຫຍ່ທີ່ເວົ້າພາສາອັງກິດເຄິ່ງກາງສ່ວນມາກມາຈາກປະເທດທີ່ຕ້ອງການ ຄວາມຊຳນິຊຳນານຫຼາຍກວ່າໃນສະຫະຣັດ, ບໍ່ເຄີຍໄດ້ຍິນ, ດັ່ງການຊຽນໃບປັດ, ປະຕິບັດ ການສຳພາດການແບບໃດ, ຂໍຮ້ອງສຳພາດການແບບໃດ, ອື່ນໆ. ຄວາມລົງຫຼາຍຄຳອັງ ກິດທີ່ກ່ຽວຂ້ອງກັບຄວາມຊຳນິຊຳນານກ່ອນຮ້າງຫຼືປະສົບການຊີວິດເຊັ່ນ "ຊີວະປັດ" ຈົດຫມາຍນຳ, ວ່າອັ້ນໆ, ໃບແລ້ງຫນາຄານ, ການລົງທະບຽນໃບສັ່ງວ່າຍ, ອື່ນໆ, ບໍ່ມີ ຄຳປຽບທຽບໃນພາສາຂອງເຂົາ.

The English-as-a-second language (ESL) learner is, generally speaking, a newly arrived immigrant or refugee who does not have the necessary marketable skills, and who usually finds it difficult to get even a manual or entry-level job largely because of the language barrier.

ຜູ້ທີ່ຮຽນພາສາອັງກິດເປັນພາສາທີສອງແມ່ນ, ເວົ້າເທົ່າໄປ, ຜູ້ເຂົ້າເມືອງມາຮອດໃຫມ່ໆ ຫຼືອົບອົດຜູ້ບໍ່ຈຳເປັນລຶ້ງການຕະຫລາດ, ແລະຜູ້ທີ່ຕາມປົກກະຕິພົບຄວາມຍຸ້ງຍາກແພ້ແຕ່ ເຈົ້າສມຸດຄູ່ມືຫຼືງານທຳທີ່ໄປຍ້ອນພາສາຄວາມເວົ້າ.

If these new Americans want to compete successfully in the job market in their adoptive country and become proud and contributing members of American society, they must be taught pre-employment skills. For them, the learning of these skills requires not only the mastery of these pre-employment skills but also their related vocabularies and concepts.

ຖ້າຊາວອະເມຣິກາໃຫມ່ເຫຼົ່ານີ້ຫາກຕ້ອງການປັນລຸຜົນແຂ່ງຂັນໃນຕະຫລາດແຫ່ງງານ ທຳໃນປະເທດທີ່ເຂົາຮັບເຈົ້າແລະກາຍເປັນຄົນພູມໃຈແລະສມາຊິກຮູ້ມຸມແຫ່ງສັງຄົມ ອະເມຣິກາ, ພວກເຂົາຈຳຕ້ອງໃຫ້ການສື່ສອນຄວາມຊຳນິຊຳນານກ່ອນການຮ້າງ. ສເພາະ



ເຂົາ, ການຮຽນຄວາມຊໍານິຊໍານານທີ່ຈໍາເປັນເຫຼົ່ານີ້ບໍ່ພຽງແຕ່ເປັນເຈົ້າຂອງຄວາມຊໍານິຊໍານານທ່ອນການວ້າງເທົ່ານັ້ນແຕ່ຄໍາສັບແລະຄວາມຄິດທີ່ກ່ຽວຂ້ອງຂອງເຂົາເຊັ່ນກັນ.

Although some ESL textbooks do cover this subject, the materials presented in these books are, by and large, fragmented, unstructured and not in depth. They contain limited or inadequate materials in terms of the number of pre-employment skills related topics. Furthermore, the format in which such lessons are presented are not pedagogically sound. Missing are reinforcement and practice drills, cultural explanations, and especially bilingual glossaries. All these tools are necessary and help facilitate the learning process for the ESL learner as well as improve his/her retention. As such, the materials currently available are either inadequately designed to meet the special needs of the ESL learner, or have only limited educational effectiveness.

ເຖິງແມ່ນວ່າບາງຕໍາລາຮຽນພາສາຮັງກິດເປັນພາສາສອງໄດ້ປົກກໍາຫົວຂໍ້ດັ່ງກ່າວນີ້ກໍຕາມ, ອຸປະກອນທີ່ໄດ້ສແດງໃຫ້ເຫັນໃນສມຸດເຫຼົ່ານີ້ເປັນທາງຜ່າມແລະກວ້າງ, ຂາດເຂີນ, ບໍ່ເປັນຮູບຮ່າງແລະບໍ່ເລິກເຊິ່ງ. ມັນບັນຈຸຂອບເຂດຫຼືຂາດເຂີນອຸປະກອນໃນນາມວ່ານວນຂອງຄວາມຊໍານິຊໍານານທ່ອນການວ້າງທີ່ກ່ຽວຂ້ອງກັບເລື່ອງ. ຫຼາຍກວ່ານັ້ນ, ຮູບຮ່າງທີ່ປະກົດໃນບົດຮຽນບໍ່ແມ່ນສຽງຄຸ້ນຫູ. ສິ່ງທີ່ຂາດເຂີນແມ່ນການເພີ່ມເຕີມແລະການຜົກຜົນຊອກຄົ້ນ, ການຊີ້ແຈ້ງເຖິງວັດທະນະທັມໂດຍສເພາະຄໍາແປສັບສອງພາສາ. ເຄື່ອງມືທັງຫມົດເລົ່ານີ້ເປັນຮັບສໍາຄັນແລະຊ່ອຍໃຫ້ຄວາມສດວກແກ່ການຮຽນສເພາະຜູ້ທີ່ຮຽນພາສາຮັງກິດເປັນພາສາສອງເພື່ອສິ່ງເສີມການເກັບກໍາຂອງເຂົາໃຫ້ດີຂຶ້ນເຊັ່ນອຸປະກອນທ້ອງໂປ່ທີ່ມີໄວ້ອາດອອກແບບບໍ່ພຽງພໍເພື່ອຕອບສນອງຄວາມຮຽກຮ້ອງຕ້ອງການພິເສດຂອງຜູ້ຮຽນພາສາຮັງກິດເປັນພາສາສອງ, ຫຼືພຽງແຕ່ຜົນການຮຽນວ່າກັດເທົ່າທີ່ຜູ້ຮຽນແລະຄຣຸຂອງເຂົາເປັນທ່ອງ.

An extensive review of commercial and non-commercial materials/textbooks and a search through Advance of the Pennsylvania Department of Education and the database of the National Clearinghouse for Bilingual Education revealed limited resources and materials designed specifically to teach pre-employment skills to the ESL learner. This book is a humble effort to supplement the wealth of ESL instructional materials already abundant commercially and non-commercially. It was compiled to teach pre-employment skills and concepts as well as pre-employment related vocabularies and phrases.

ການທົບທວນອຸປະກອນຮັບຮູ້ຂອງບໍລິສັດຫຼືເອກກະຊົນ/ຕໍາລາຮຽນແລະການຊອກຄົ້ນຢ່າງກ້າວຫນ້າຂອງຜແນກສຶກສາຮັກຊັມສີວາເມັງແລະຂໍ້ມູນພື້ນຖານຂອງນາຊິງນານຄລັງລິງເຈົ້າຂອງການສຶກສາສອງພາສາປະກົດອອກໃນທົນທາງວ່າກັດແລະອຸປະກອນ



ອອກແບບສເພາະສອນຄວາມຊໍານານກ່ອນການຮ້າງແກ່ຜູ້ຮຽນພາສາອັງກິດເປັນພາສາສອງ. ຄວາມພຍາຍາມຮັບຮ່ວມນ້ອມຂອງສມຸດເລັ້ມນີ້ສົ່ງເສີມອຸປະກອນຊີ້ນໍາພາສາອັງກິດເປັນພາສາສອງໂທ້ສົມບູນຢ່າງມາກມາຍ ໂດຍບໍ່ຮີສັດຫຼືເອກກະຊົນ. ມັນລວບລວມເພື່ອສອນຄວາມຊໍານານກ່ອນການຮ້າງແລະຄວາມຄິດລວມທັງຄໍາສັບແລະປໂຍກທີ່ກູ້ວຮ້ອງກັບຫນ້າທີ່ການ.

For the past 5 years, the ESL staff of the Indochinese-American Council (IAC), a community-based non-profit organization in Philadelphia, Pennsylvania, has successfully taught pre-employment skills, using various ESL techniques and fragmented, teacher-made materials, to hundreds of intermediate level ESL learners. The majority of them are Asian/Indochinese immigrants or refugees who receive public assistance. At the time of the writing of this book, the IAC was serving a small number of Spanish speaking immigrants from South America and also a good number of refugees from Haiti. The IAC's ESL students have repeatedly asked the IAC staff to teach pre-employment skills. This special ESL interest has, understandably, arisen from the desperate needs of the ESL learner not only to acquire "survival" and/or "functional" ESL skills but also to obtain pre-employment skills in order to gain employment and get off public assistance. However, no structured and/or pedagogically sound curriculum as such had ever been developed to meet the special needs of this learner.

ສໍາລັບຫ້າປີທີ່ຜ່ານມາ, ພັກງານພາສາອັງກິດເປັນພາສາສອງຂອງກຸ່ມພື້ນຖານອິນດູຈີນ-ອະເມຣິກາຈົງການບໍ່ຫາຜົນກໍາໄລໃນຟິລາເດນເຟັງ, ເຟັນສີອາເມັງໄດ້ບັນລຸຜົນສິດສອນຄວາມຊໍານານກ່ອນຫນ້າທີ່ການ, ໃຊ້ວິທີການພາສາອັງກິດເປັນພາສາສອງຫຼາຍແບບ, ສິ້ນສູ່ງ, ອຸປະກອນຄຣູສ້າງ, ແກ່ຜູ້ຮຽນພາສາອັງກິດເປັນພາສາສອງລະດັບກາງນັບຮ້ອຍ. ສ່ວນມາກເຂົ້າແມ່ນເອເຊັງ/ຊາວອິນດູຈີນເຂົ້າເມືອງໃຫມ່ຫຼືອົພິບຜູ້ຮັບຄວາມຊ່ວຍເຫຼືອຈາກຮັຖ. ໃນໂອກາດທີ່ຂຽນສມຸດເລັ້ມນີ້ຢູ່, ຈົງການອິນດູຈີນ-ອະເມຣິກາໄດ້ຮັບໃຊ້ຜູ້ເວົ້າພາສາສປວນວ່ານອນນ້ອຍທີ່ເຂົ້າເມືອງໃຫມ່ຈາກອະເມຣິກາໃຕ້ແລະຊາວອົພິບຈາກເຫດິຈໍານອນມາກ. ນັກຮຽນພາສາອັງກິດເປັນພາສາສອງໄດ້ຮ້ອງຂໍເລື້ອຍໆໃຫ້ພັກງານອິນດູຈີນ-ອະເມຣິກາສອນຄວາມຊໍານານກ່ອນຮ້າງ. ຄວາມສົນໃຈພິເສດຂອງນັກຮຽນພາສາອັງກິດເປັນພາສາສອງນີ້, ຄວາມເຂົ້າໃຈ, ພື້ນຈາກຄວາມຕ້ອງການແທ້ໆຂອງຜູ້ຮຽນພາສາອັງກິດເປັນພາສາສອງບໍ່ພຽງແຕ່ໄດ້ມາ"ການຢູ່ລອດ" ຫຼື "ພິທີ" ຊໍານານພາສາອັງກິດເປັນພາສາສອງແຕ່ບັນລຸຄວາມຊໍານານກ່ອນການຮ້າງເພື່ອໄດ້ມາຊິງຫນ້າທີ່



ງາມທ່າແລະອອກຈາກການຊ່ວຍເຫຼືອຂອງຮຸ້ນເຊັ່ນກັນ. ຢ່າງໃດກໍຕາມ, ບໍ່ມີໂຄງຮ່າງຫຼື ຫຼັກຄຳສູງທີ່ລຶງຫຼຸດຖືກໄດ້ເຄີຍປະກອບຂຶ້ນເພື່ອພົບຄວາມຕ້ອງການພິເສດຂອງຜູ້ຮຽນ.

This book was developed, using the Across-the-Curriculum Approach, and the English language is intentionally simplified wherever possible and written at the intermediate or higher ESL level. The Across-the-Curriculum Approach promotes the use of non-ESL or content materials such as history, biology, social sciences, etc. to teach ESL. In our endeavor, textbooks and/or materials on pre-employment skills were adapted to teach both pre-employment/survival skills and ESL.

ສມຸດເລັ່ມນີ້ໄດ້ປະກອບຂຶ້ນໂດຍໃຊ້ຫຼັກສູດຜ່ານຄ້າຍຄຽງກັນ, ແລະພາສາອັງກິດທີ່ເຮັດ ໃຫ້ງ່າຍເທົ່າທີ່ເປັນໄປໄດ້ແລະຂຽນໃນລະດັບສູງຫຼືປານກາງຂອງພາສາອັງກິດເປັນ ພາສາສອງ. ຫຼັກສູດຜ່ານຄ້າຍຄຽງກັນຍັກຂຶ້ນມາໃຊ້ສເພາະຜູ້ບໍ່ແມ່ນພາສາອັງກິດເປັນ ພາສາສອງຫຼືອຸປະກອນພິເສດເຊັ່ນປັດສາດ, ຊີວະສາດ, ສັງຄົມວິທຍາສາດ, ອື່ນໆເພື່ອສອນ ຜູ້ໃຊ້ພາສາອັງກິດເປັນພາສາສອງ. ໃນຄວາມບາກບັນຂອງພວກເຮົາ, ສມຸດຕົ້ນສຸດຫຼື ອຸປະກອນແຫ່ງຄວາມຊ່ານານກ່ອນຫນ້າທີ່ການໄດ້ຮັບເອົາມາສອນທັງຄວາມຊ່ານານກ່ອນ ຫນ້າທີ່ການ/ຄວາມຊ່ານານໃນການຢູ່ລອດແລະພາສາອັງກິດເປັນພາສາສອງ.

The end product was field-tested by the ESL instructional staff at the Indochinese-American Community Service Center in Philadelphia where ESL instruction at different levels is offered to hundreds of LEP adults every year. Two workshops on the development and use of the product were conducted for the benefit of the IAC staff, ESL instructors, volunteers and program directors in the City of Philadelphia.

ໃນຕອນທ້າຍຂອງຜລິດຜົນແມ່ນການກວດ-ວິຊາດ້ວຍພນັກງານຊີ້ນຳພາສາອັງກິດເປັນ ພາສອງທີ່ຫນ່ວຍສູນກາງຮັບໃຊ້ອິນດູຈີນ-ອະເມຣິກາໃນຟິລາເດນເຟັງບ່ອນທີ່ການຊີ້ນຳ ອອກໃຫ້ໃນລະດັບຕ່າງໆແກ່ນັກຮຽນຜູ້ໃຫຍ່ທີ່ເວົ້າພາສາອັງກິດເຄິ່ງກາງໆນັບຮ້ອຍແຕ່ ລະຫວ່າງທີ່ຜລິດສອງແຫ່ງໄດ້ປະກອບຂຶ້ນແລະການໃຊ້ຜົນຜລິດໄດ້ດຳເນີນການເພື່ອຜົນ ປະໂຫຍດຂອງພນັກງານອິນດູຈີນ-ອະເມຣິກາ, ຄຽນສອນພາສາອັງກິດເປັນພາສາສອງ, ອາສາ ສມັກແລະຫົວຫນ້າພແນກການໃນເມືອງຟິລາເດນເຟັງ.

The book consists of:  
ສມຸດເລັ່ມນີ້ປະກອບດ້ວຍ:



1) 10 ready-made and structured lessons that can be used as they are, or easily adapted for ESL students at the intermediate ESL level or for those with a fairly good command of the English language. Each lesson begins with the list of Objectives and the Key Words and Their Laotian Translations. To reinforce and evaluate the skills taught, each lesson contains three tests covering key vocabularies, expressions and concepts. The answer key to the tests can be found at the end of the book, just before the English-Laotian glossary.

ໂຄງຮ່າງສືບບົດຮຽນສາມາດໃຊ້ດັ່ງທີ່ມັນເປັນ, ຫຼືຮັບເອົາແບບງ່າຍໆສໍາລັບນັກຮຽນພາສາອັງກິດເປັນພາສາສອງລະດັບປານກາງຫຼືສເພາະຜູ້ຮູ້ພາສາອັງກິດອ້ອມຂ້າງດີ. ນອກຈາກສບັບຄູ່ມືອະທິບາຍຂ້າງລຸ່ມນີ້, ແຕ່ລະບົດຮຽນເລີ່ມດ້ວຍລາຍຊື່ຂອງວັດຖຸແລະຄໍາສໍາຄັນລວມທັງການແປພາສາລາວ. ເພື່ອເນັ້ນຫນັກແລະຄຸນຄ່າຄວາມຊໍານານສອນ, ແຕ່ລະບົດຮຽນປັນຈຸສາມຂໍ້ສອບຄວບຄູ່ຄໍາສັບສໍາຄັນ, ຄວາມຊຸ່ງຫມາຍແລະຄວາມນິກົດ. ຄໍາຕອບສໍາຄັນຂອງຂໍ້ສອບອາດພົບເຫັນໃນຕອນທ້າຍຂອງສມຸດກ່ອນຄໍາແປສັບອັງກິດ-ລາວ.

2) In addition to the Laotian translations of key words and phrases/expressions in each lesson, a cross-referenced Bilingual Glossary in English and Laotian can be found at the end of the book. The translations are context referenced. This serves as an excellent reference and learning tool for the ESL learner because bilingual dictionaries usually list all possible meanings for each entry. Therefore, for the ESL learner the search for relevant meanings can sometimes be quite cumbersome and confusing, if not frustrating.

ໃນການເພີ່ມເຕີມໃສ່ການແປພາສາລາວຂອງຄໍາສໍາຄັນແລະປະໂຫຍກ/ຄວາມຊຸ່ງຫມາຍໃນແຕ່ລະບົດຮຽນ, ຄໍາແນະນໍາໃຫ້ເບິ່ງຄໍາແປສອງພາສາໃນອັງກິດແລະລາວສາມາດພົບໄດ້ໃນຕອນທ້າຍຂອງສມຸດເລີ້ມນີ້. ການແປແມ່ນຄໍາແນະນໍາໃຫ້ເບິ່ງ. ການຮັບໃຊ້ນັ້ນແມ່ນການແນະນໍາໃຫ້ເບິ່ງທີ່ເກີດແລະເຄື່ອງມືຮຽນສໍາລັບຜູ້ຮຽນພາສາອັງກິດເປັນພາສາສອງອ້ອມວ່າອັວນານຸກົມສອງພາສາຕາມປົກຕິລຽງຊື່ຄວາມຫມາຍທັງຫມົດຂອງແຕ່ລະເື່ອງ. ດັ່ງນັ້ນ, ການຊອກຄົ້ນຫາຄວາມຫມາຍທີ່ກ່ຽວຂ້ອງຂອງຜູ້ຮຽນພາສາອັງກິດເປັນພາສາສອງອາດຢູ່ຍາກແລະສັບສົນທິດຼອ, ຖ້າບໍ່ທໍາຖອຍ.

3) The Teacher's Guide contains:  
ຄູ່ມືຄູ່ບັນຈຸ:



a) the **Text Overview** describing what is covered in the lesson;

ບົນຄວາມຊຸ່ງຫມາຍຕົ້ນສັບປັ້ນລະຍາຍວ່າແມ່ນຫຍັງແຕ່ຄວບວ່າໃນບົດຮຽນ

b) the **Phrases for Discussion** with a list of phrases that the teacher should take time to explain in order to help the learner understand the concepts in the lesson. These phrases are boldfaced in the lesson for easy recognition and are listed in the Bilingual English-Laotian Glossary;

ຄຳສຳຄັນແລະປະໂຫຍກຄວນສົນທນາກັບລາຍຊື່ຂອງຄຳເວົ້າແລະປະໂຫຍກ  
ທີ່ຄຽດວນໄ້ເວລາທົບທວນເພື່ອຊ່ວຍໃຫ້ຜູ້ຮຽນເຂົ້າໃຈເນື້ອເຮືອງໃນບົດ  
ຮຽນ. ຄຳເວົ້າແລະປະໂຫຍກເລົ່ານີ້ແມ່ນຕົວຢ່າງຂອງຄຳສັບທີ່ເພື່ອເຫັນໄດ້ງ່າຍຊັດ  
ໃນບົດຮຽນແລະລົງປັນຊື່ລາຍຊື່ໃນຄຳແປສັບສອງພາສາອັງກິດ-ລາວ.

c) step-by-step suggestions to teach pre-employment skills such as pre-reading; use of the bilingual glossary; use of simple language and vocabularies, and basic grammatical structures already acquired in meaningful examples; the use of synonyms and antonyms, prefixes and suffixes; oral and written practices of key vocabularies and concepts, etc.

ການແນະນຳແຕ່ລະບາດກ້າວເພື່ອສອນຄວາມຊຳນານກ່ອນຫນ້າທີ່ການເຊັ່ນ  
ກ່ອນອ່ານໄ້ຄຳແປສັບຫຼາຍພາສາ ໄ້ພາສາແລະຄຳສັບງ່າຍໆ, ແລະຫລັກ  
ໂອຍະກອນພື້ນຖານຊຶ່ງໄດ້ມາໃນຕົວຢ່າງຄວາມຫມາຍ ການໄ້ຄຳທີ່ມີ  
ຄວາມຫມາຍອັນດຽວກັນແລະຄຳທີ່ມີຄວາມຫມາຍຕົງກັນຂ້າມ, ຄຳເຕີມຫນ້າ  
ແລະຄຳຕໍ່ຫ້າຍ ຟາກເປົ້າ ແລະການຝຶກຂຽນຂອງຄຳສັບສຳຄັນແລະຄວາມ  
ຄິດ, ອື່ນໆ.

Despite the author's efforts to minimize mistakes and shortcomings, he believes that this book in its present form has plenty of room for improvement. It is hoped that the user of this book will kindly help improve this humble effort by sending suggestions and comments for future revision to the address listed at the end of this preface.

ແມ້ວ່ານັກປະຊັນພຍາຍາມເຮັດໃຫ້ການຜິດພາດແລະຂໍ້ບົກພ່ອງນ້ອຍລົງເທົ່າໃດກໍຕາມ  
ແຕ່ເຂົາເຊື່ອວ່າສມຸດເລັ້ມນີ້ໃນຮູບແບບປະກົດຂອງມັນມີທ້ອງແກ້ໄຂຢ່າງມາກມາຍ.  
ຫວັງວ່າຜູ້ໄ້ສມຸດເລັ້ມນີ້ກະລຸນາຊ່ວຍແກ້ໄຂຄວາມພຍາຍາມອັນອ່ອນນ້ອຍອັນນີ້ດ້ວຍສິ່ງ

ຄວາມຕິຊົມແລະຄວາມເຫັນເພື່ອການດັດແປງໃນອະນາຄົດເຖິງທີ່ຢູ່ໃນຕອນທ້າຍຂອງ  
ຫນ້າໜີ້.

All of the IAC's multi-lingual, experienced, ESL instructional staff members were involved in the different phases of the making of the book: input, experience sharing, identification of key vocabularies and/or expressions, test writing, proofreading, editing and field testing, etc. Before their involvement in the project, they received extensive training in the form of a series of workshops conducted by the author, covering a variety of topics including the purpose and contents of the book, the characteristics of the targeted student population, test writing, the Across-the-Curriculum Approach, and various ESL teaching techniques. The staff's involvement was an educational process beneficial to them in terms of professional growth and commitment and also beneficial to all those to whom they will teach ESL and pre-employment skills. Their involvement with the preparation of the book and knowledge of its underlined purposes will certainly help them succeed in their task.

ຈິນດູຈິນ-ອະເມຣິກາຫຼາຍພາສາທັງຫມົດ, ປະສົບປະການ, ພັກງານສມາຊິກຄຽສອນພາ  
ສາຮັງກິດເປັນພາສາສອງໄດ້ພົວພັນໃນແງ່ຕ່າງໆໃນການສ້າງປຶ້ມນີ້ຂຶ້ນ. ການຮ່ວມ, ປະ  
ສົບການຮ່ວມກັນ, ການພິສູດຄຳສັບແລະຄວາມຫມາຍ, ຊ້ອມຂຽນ, ທວນອ່ານ, ວິວັຍແລະ  
ສອບວິຊາແລະອື່ນໆ. ກ່ອນພົວພັນໃນລາຍການເຂົາໄດ້ຮັບການຝຶກຊ້ອມຕາມແບບລຳດັບ  
ທີ່ທ້ອງທ່າງາມດຳເນີນງານດ້ວຍນັກປະຊົນ, ຄອບງຳດ້ວຍຫຼາຍໆຫົວຂໍ້ລວມທັງຄວາມມຸ່ງ  
ຫມາຍແລະການປັນຈຸຂອງສມຸດ, ລັກສນະຂອງເຂົ້າມື້ງຈຳນວນພົວພັນກຽມ, ການທົບທວນ  
ຫຼັກວິຊາປະຈຳແລະເທັກນິກການສອນພາສາຮັງກິດເປັນພາສາສອງຫຼາຍໆແບບ. ການ  
ພົວພັນຂອງພັກງານແມ່ນແນວທາງຜົນປະໂຫຍດການຮຳຮຽນແກ່ພວກເຂົາໃນການເຕີບ  
ໂຕກ້າວຫນ້າຖານອາຊີບ, ຂໍ້ຜູກພັດແລະຜົນປະໂຫຍດແກ່ເຂົາຜູ້ຈະສອນພາສາຮັງກິດເປັນ  
ພາສາສອງແລະຄວາມຊຳນານກ່ອນຫນ້າທີ່ການທັງຫມົດ. ການພົວພັນຂອງເຂົາກັບການ  
ຈັດແຈງສມຸດແລະຮຽນຮູ້ຈຸດມຸ່ງຫມາຍຂອງມັນອາດຊ່ວຍເຂົາປັນຈຸຜົນໃນຫນ້າທີ່ການ  
ຂອງເຂົາ.

The author wishes to thank the following ESL instructors for their involvement and participation in different phases of this project: Nick Kleinerman, Le Quyen Vu, Samnang Keo, Hilary Appel, Samuel Moser, John Truong Nguyen and Piros Mar. The author also wishes to thank Todd Blumenfeld for his important contributions to



the research and the writing of the lessons, and Mr. Michael Prakansa for his assistance in the Laotian translation.

ນັກປະຊັນປະສົງຂອງ ເຈດຽນສອນພາສາຮັງກິດເປັນພາສາສອງດັ່ງຕໍ່ໄປນີ້ສເພາະການພົວພັນແລະຮ່ວມມືໃນແງ່ຕ່າງໆຂອງລາຍການນີ້: ນິກ ຄລາຍເນີແມນ, ລີເກວນອູ, ສາມນັງແກ້ວ, ຮຽວລາຣີ ເອບແປ້ວ, ແຊມໂຍ ໂມເຊີ, ຈານທຣອງເຫຼ້ນເຢັນແລະຢີໂຣ ມາຣ. ນັກປະຊັນປະສົງຂອງ ເຈທາດ ບລັມເມັນພຽວສເພາະການອຸທິດຮັບສໍາຄັນໃນການຊອກຄົ້ນແລະຂຽນບົດ, ແລະທ່ານ ມາຍ ພຣະຂັນສາທີ່ລາວຊ່ອຍແປເປັນພາສາລາວ.

Despite the efforts of all those involved the author alone is responsible for any mistakes or omissions in the contents and publication of this book.

ແມ້ວ່າຄວາມມານະຂອງຜູ້ພົວພັນທັງຫມົດນັກປະຊັນຄົນດຽວຮັບຜິດຊອບການພິດພາດແລະລະເລີຍໃດໆໃນການປັບຈຸແລະຈໍານໍາຍສມຸດເລັ້ມນີ້.

Last, but not least, heartfelt thanks go to Ms. Cheryl L. Keenan, Director of the Bureau of Adult Basic and Literacy Education, Pennsylvania Department of Education, and her staff for their generous funding, support and encouragement.

ໃນທີ່ສຸດ, ແຕ່ບໍ່ນ້ອຍ, ຄວາມຮູ້ສຶກຂອງ ເຈຢ້າງເລິ້ງເຊິ່ງແກ່ຍາມາງ ແຊຣີ ລ. ຄີເນນ, ຫົວໜ້າຂອງການພັດຖານຜູ້ໂຫຼ່ແລະຮັກສອນສາດ, ພະແນກສຶກສາທິການຮັຖເພັນສີ ອາເນັຽ, ແລະພນັກງານຂອງເຂົາສເພາະກອງທຶນສ່ວນໂຫຼ່, ຄວາມອຸດຫນູນແລະການຈູງ ເຈ.

Without the involvement, encouragement and support of all those mentioned above, this book could not have come together the way it has, and it simply would not exist. Thanks!

ນອກຈາກການພົວພັນ, ຄວາມຈູງເຈແລະການອຸດຫນູນຂອງຜູ້ພາດພິ່ງຂ້າງເທິງນີ້. ສມຸດເລັ້ມນີ້ບໍ່ອາດຮວມກັນໃນທາງທີ່ມັນມີຢູ່, ແລະບໍ່ອາດເປັນຢູ່ຢ້າງນີ້ທິດຽວ. ຂອງ ເຈ!

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# Teacher's Guide

## LESSON 1

### THE JOB SEARCH

#### I. Text Overview

The major goal of this first lesson is to familiarize the students with the "job search process" and the ways they can begin such a job search. Students will be encouraged to formulate their own plan to find a job, utilizing the skills and knowledge which they will acquire in this lesson.

In order to develop "job leads," the teacher should teach the students how to use newspaper "want-ads," in both the larger daily newspapers, as well as the smaller community oriented papers. The process by which students can ask their teachers, counselors, friends and family members for assistance will also be discussed.

Additional resources such as private employment agencies and government job centers will be identified, along with discussions which will serve to describe the particular functions of each.

Developing "job leads" through the preparation and use of inquiry letters and the telephone will be covered, as well as recognizing "help-wanted" signs in store windows, and the skills and strategies necessary to respond to such signs.

#### II. Key Words and/or Phrases for Discussion

<b>Abbreviations</b>	Abbreviation is a short form of a word or words. For example: Mr. for "Mister," Dr. for "Doctor," MD for "Medical Doctor," etc.
<b>Apply (to)</b>	To ask for (a job, admission to a school, etc.)
<b>Employment agency</b>	An office or company that finds workers to fill job openings.
<b>Experience</b>	What a person has done or achieved in his/her life.
<b>Government job center</b>	Center run by public employees to provide information on job opportunities.
<b>Job lead</b>	Information on a job opening and/or whom to see and where to go to apply for a job.
<b>Job opening</b>	Job available and needs to be filled.

<b>Job search</b>	The process of looking for a job.
<b>Help Wanted</b>	An ad seeking people to fill job openings.
<b>Telephone directory/book</b>	A book listing telephone numbers and their subscribers.

**Yellow page telephone directory/book**

A telephone book with yellow pages listing business telephone numbers and their subscribers. Businesses are classified into different categories. Sometimes this directory is simply called the **yellow pages**. There is also a white page telephone directory/book which lists personal telephone numbers and their subscribers. Names of subscribers are alphabetized.

**III. Teaching Suggestions**

The following are suggested steps to teach each lesson; but, of course, the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some idea of the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on the vocabularies already learned, grammatical structures and concepts when teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make a point or explain the lesson;
5. review what has just been taught;
6. go over the **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

# LESSON 1

## THE JOB SEARCH

### I. Objectives:

In this lesson you will learn how to look for a job, and how to begin a personal "job search" plan. You will learn:

1. How to look in the "help-wanted" section of the newspaper;
2. How private employment agencies or government job centers can help;
3. How to find "help wanted" signs in stores;
4. How to ask friends, family members, teachers and counselors about jobs;
5. How to find jobs by writing letters and using the telephone.

### II. Key Words and Their Laotian Translations

Abbreviation ຊຸມຫຍໍ້  
RN is the abbreviation of "registered nurse".

Ad (advertisement) ໂຄສນາ  
Paul answered the ad in the newspaper.  
The company placed an advertisement in the yellow pages.

Agency ຕົວແທນ  
The United Way is a non-profit agency.

Application ໃບຄໍາຮ້ອງຂໍເຂົ້າເຮັດງານ  
The restaurant manager asked me to fill out an application for the job.

Approach (to) ຊຶ້ງຫນ້າ, ປະເຊີນຫນ້າ, ໂພ່ມາຫາ  
As the car approached the intersection of Broad and Spring Garden streets, it slowed down.

Available ຫາໄດ້  
Let me know when you are available to start work.

Charge (to) ຄິດຄ່າ  
The bank charged \$5.00 for cashing my check.

Compile (to) ລວບລວມ  
The teacher compiled a list of all her students for her record.

- Contact (to)** ຕິດຕໍ່  
The employment agency said they would contact me tomorrow.
- Earn (to)** ໄດ້ຮັບ  
As a cleaning woman, she earns \$8.50 an hour .
- Employment** ການວ້າງ  
You can look for possible employment in the want ads in the newspaper.
- Experience** ປະສົບປະການ  
Some jobs require that you have previous experience.
- Fee** ຄ່າທຳນຽມ  
They charge a fee for their services.
- Fill out (to)** ຊຽມໃບສັກ  
When you apply for a job, there are usually many forms to fill out.
- Government** ຮັຖບານ  
The government employs thousands of people.
- Hiring (to)** ກຳລັງວ້າງ  
The new store is hiring new cashiers.
- Impress (to)** ຕ້ອງໃຈ  
Dressing nicely will impress the job interviewer.
- Information** ລາຍລະອຽດ  
Make sure all the information on your application is correct.
- Inquiry (to)** ຮຽກຮ້ອງ  
You should inquire about the scholarships to study abroad.
- Inquiry** ສືບສອນ  
Nobody answered my inquiry about the job.
- Interest** ສົນໃຈ  
Do you have any interest in being an accountant?
- Misunderstand (to)** ເຂົ້າໃຈຜິດ  
The instructions are simple so that nobody will misunderstand them.
- Neighborhood** ຄົນທີ່ອາໄສຢູ່ຂ້າງບ້ານ  
Many different people live in our neighborhood.
- Notice (to)** ແວ້ງໃຫ້ຊາບ  
She noticed the advertisement in the circular.
- Plan (to)** ວາງແຜນ  
Do you plan to go to college someday?
- Private** ເອກະົນ, ສ່ວນຕົວ  
Employees have their own private entrance to the building.

Process	ໂກ່ເກັ່ງ
	The hiring <u>process</u> will begin tomorrow.
Represent (to)	ເປັນຕົວແທນໃຫ້
	The tall salesman <u>represents</u> U.S. Healthcare.
Require (to)	ຮຽກຮ້ອງໃຫ້
	You are <u>required</u> to wear a tie and jacket to a job interview.
Serve (to)	ຮັບໃຊ້
	The waitress will <u>serve</u> us our dinner.
Service	ບໍລິການ
	The <u>service</u> representative should be able to help you with your problems.
Sign	ຮ້າຍ
	You cannot miss the company <u>sign</u> on the building.
Skill	ຜົນ
	Some jobs require that you have a specific <u>skill</u> .
Source	ທີ່ມາ ຕົ້ນເຫດ
	The newspaper is a good <u>source</u> of information.
Specialize (to)	ພິເສດສຸດ
	If you want to be an expert in your field, you should <u>specialize</u> .
Valuable	ມີຄ່າ
	Diamonds are considered <u>valuable</u> .

### III. The Job Search

Almost everyone has to look for a job at some time in his/her life. Looking for a job is not always easy, and many people say that looking for a job is really a job itself. But if you take time to plan your "job search," and think about all of the different ways to find "job leads," your search will be a lot easier. Some of the more common approaches to finding jobs are described below.

#### A. "HELP-WANTED" ADS

The first and maybe the easiest place to start your job search is the "help-wanted" ads in the newspaper. As you read through the want-ads, you will be able to find out a great deal about the jobs that are available in your city or town, what types of skills are required, and how much you will earn if you work in a particular job.

Want-ads are often written with a lot of abbreviations. It is important that you understand what these abbreviations of the complete words mean. You will find a list of abbreviations at the end of Lesson 2: "How to Use the Want-Ads to Find a Job," on page 2-12.

## **B. PRIVATE EMPLOYMENT AGENCIES AND GOVERNMENT JOB CENTERS**

You should understand that not all want-ads represent a job lead, and that some want-ads are placed by private employment agencies which will ask you to pay a fee before they will even talk to you.

Speaking to someone at a private employment agency is another good way to find a job. In fact, as you read the want-ads you may notice that the ads placed by private employment agencies can sometimes be misunderstood. These agencies specialize in finding jobs for people, and they charge a fee for their service. Sometimes the company that does the hiring pays the fee to the employment agency, and sometimes the person looking for the job has to pay the fee. Therefore, it is very important to find out if you must pay the fee before you spend a lot of time with an agency.

Government job centers are very similar to private employment agencies. These centers also specialize in finding jobs, but usually there is no charge for their service.

## **C. "HELP-WANTED" SIGNS**

Many times, when a company or store has a job opening, it puts a help-wanted sign in its window or outside its building, instead of paying an agency or placing an ad in the newspaper.

As you walk down the street or drive through the city or your neighborhood, look to see if there are any "help wanted" signs. If you see a sign, you can walk in and inquire about the job opening, or you can write down the phone number and call the company as soon as possible because the job opening could be filled by the time you call.

## **D. FRIENDS, FAMILY MEMBERS, TEACHERS AND COUNSELORS**

Very often your friends and family can be your best sources for job leads. Ask them if there are job openings where they work, or if they have friends who may know of any job openings. Also, your teachers and counselors can be a valuable source of information about job openings.

As you ask these people, write down the names, addresses, and phone numbers of the companies or stores where they work. It is often helpful to use "Job Lead Cards" to write down this information. Samples of "Job Lead Cards" are provided at the end of this lesson.

Even if there are no job openings at the present time, it may be helpful to contact these companies anyway. You never know when a job may become available.

## **E. WRITING LETTERS AND USING THE TELEPHONE**

As you begin to compile a list of the various companies in your city or town, you may find it helpful to telephone some of these companies or write letters to them. Although there may not be any jobs available at the time, you should tell the

company a little about yourself and that you are available. You may find that if a company is impressed with your interest in it, the company may invite you to fill out an application.

This will also serve as a good learning experience for you. The more companies you contact, the more confident and comfortable you will become with the job search process.

And, of course, there are other ways to look for a job successfully, such as the use of the yellow page telephone directory. Use any approach that you feel comfortable with.

#### IV. Phrases for Discussion

Employment agency	ຕົວແທນທາງງານໃຫ້ທຳ
Government job center	ສູນກາງງານຮັບຮຽນ
Help Wanted	ຮັບສັມກງານທຳ
Job lead	ນຳງານ
Job opening	ເປີດເຈົ້າຄົນງານ
Job search	ຊອກທາງງານທຳ
Telephone directory	ລາຍຊື່ຢູ່ໃນປຶ້ມໂທລະສັບ
Yellow page telephone directory	ປຶ້ມໂທລະສັບຫົວສີເຫລືອງ

#### V. Tests

##### 1. Circle the best answer.

*Example:*

For most people, looking for the right job :

- a. is not always easy. (best answer)
- b. is not difficult.
- c. does not need preparation.
- d. can be fun.

1.1. You can use private employment agencies to find work. You can also use "help-wanted" ads or signs. These are some of the more common:

- a. experiences.
- b. approaches
- c. interests.
- d. skills

1.2. To look for employment, it is helpful to compile:

- a. the names of your friends.
- b. a list of companies in your city or town.
- c. a list of service fees.
- d. a list of your interests.

1.3. You must carefully read any \_\_\_\_\_ you are required to sign.

- a. information.
- b. documents
- c. abbreviations
- d. fee.

1.4. If a company is impressed with you, it may:

- a. help you in your job search.
- b. ask you to fill out a job application.
- c. require you to pay for the cost of the "help-wanted" ad.
- d. ask you to wait for new job openings.

1.5. In your job search, teachers and counselors:

- a. can be a valuable source of information about job openings.
- b. can give you a job.
- c. are the only source of information about job openings.
- d. can ask the employer to give you a job.

2. Fill in each of the blanks with the best word or phrase below:

application

charge

employment agencies

sign

hiring

interest

contract

job leads

telephone book

contact

neighborhood

experience

job leads

source

telephone directory

*Example:*

The employer usually requires the job applicant to fill out a job  
\_\_\_\_\_. (Application)

- 2.1. If a company is considering \_\_\_\_\_ someone, it will ask this person to fill out a job application.
- 2.2. Some private employment agencies \_\_\_\_\_ a fee to job applicants for their service.
- 2.3. Be careful if the employment agency asks you to \_\_\_\_\_ a document or a \_\_\_\_\_.

- 2.4. If you work for 4 years , then you have 4 years of work \_\_\_\_\_.
- 2.5. \_\_\_\_\_ advertise job openings in the newspaper.
- 2.6. If the company is interested in you, it will \_\_\_\_\_ you.
- 2.7. If you show \_\_\_\_\_ in a company, it may invite you to fill out an application.
- 2.8. If a store puts a help-wanted sign in its window, then it is \_\_\_\_\_.
- 2.9. Newspapers are not the best \_\_\_\_\_ for \_\_\_\_\_. Your friends and family are.
- 2.10. Check the stores in your \_\_\_\_\_ to see if they are hiring.

**3. Fill in each of the blanks on the left column with the best answer on the right column.**

- |                           |   |
|---------------------------|---|
| 3.1. ___abbreviation      | a. Mgt., Hr., Mon., are examples of ____.                 |
| 3.2. ___available         | b. to reach, to get in touch with.                        |
| 3.3. ___contact           | c. steps in doing something.                              |
| 3.4. ___impress           | d. to give a good impression.                             |
| 3.5. ___earn              | e. job available and needs to be filled.                  |
| 3.6. ___"help-wanted"     | f. to make money.   |
| 3.7. ___inquiry           | g. an ad seeking people to fill job openings.             |
| 3.8. ___employment agency | h. seeking information.                                   |
| 3.9. ___job opening       | i. ready for use, ready for work.                         |
| 3.10. ___process          | j. a company that looks for workers to fill job openings. |

# Teacher's Guide

## LESSON 2

### HOW TO USE THE WANT - ADS TO FIND A JOB

#### I. Text Overview

In this lesson, students will examine newspaper want-ads in greater detail.

Actual newspapers will be used. Students will learn how to locate the want-ads by using the newspaper index, and be able to identify the want-ads under the various titles such as "classified," "want-ads" or "help-wanted ads." They will also learn the abbreviations commonly used in want-ads.

Students will learn how to read the want-ads and evaluate a particular advertisement in terms of : 1. the job offered; 2. the skills required; 3. the hours of employment; 4. the rate of pay and benefits; and 5. the manner and time-frame in which the applicant must respond.

In addition, students will learn how to recognize ads which require payment of fees or other costs and which frequently do not really offer employment.

#### II. Key Words and/or Phrases for Discussion

Advertisement	Public notice or announcement in the press, on TV or radio, etc.
"Classified" section	A section of the newspaper listing classified ads
Daily basis	Every day
Employment agency	An agency that provides employment service
In person	face-to-face, physically present
Job available	There is a job to be filled
Job opening	Job available and ready to be filled.
Skill	Ability to use one's knowledge; dexterity
Training course	Program of training for a particular job

#### III. Teaching Suggestions

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some idea of the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes; oral and written practices of key vocabularies and concepts; information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on the already learned vocabularies, grammatical structures and concepts in teaching new vocabularies and concepts in meaningful contexts, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over the **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

## LESSON 2

### HOW TO USE THE WANT - ADS TO FIND A JOB

#### I. Objectives:

In this lesson you will use actual newspapers and learn how to:

1. locate the "want-ads" in the proper section of the newspaper;
2. learn common **abbreviations** and the different titles used to identify want-ads, such as **classified** and **help-wanted** ads;
3. learn how to read and understand what job is being offered and its requirements in terms of education, skills, hours, etc.;
4. respond to a want-ad;
5. respond to the want-ads although they do not offer immediate employment.

#### II. Key Words and Their Laotian Translations

**Abbreviation** ຊຸມຫຍໍ້  
The abbreviation for the United States of America is U. S. A.

**Advertise (to)** ໂຄສນາ  
Many businesses advertise in the Yellow pages.

**Advertisement/ad** ການໂຄສນາ  
See lesson #1

**Announce (to)** ປ້າວປະກາດ  
The telephone company announced that it has many job openings.

**Available** ຫາໄດ້  
See lesson #1

**Avoid (to)** ຫລີກເວັ້ນ  
It's best to avoid jobs that do not pay minimum wage.

- Basis** ພຶ້ນຖານ  
They will hire you on the basis of your experience.
- Case** ກໍລະນີ  
Each case is treated individually.
- Certain** ແນ່ໃຈ  
I am certain that you will get the job.
- Classified** ວ່າແນກອອກ  
The classified section of the newspaper lists available jobs.
- Company** ບໍລິສັດ  
A big company has many employees.
- Contain (to)** ຫຸ້ມຮູ້ເຂົ້າ  
The telephone directory contains many telephone numbers.
- Costly** ຮາຄາແພງ  
Health care is costly.
- Course** ວິຊາ  
You may want to take a course in English to improve your language skills.
- Depend upon (to)** ອີງຕາມ  
Your manager depends upon you to complete the project in time.
- Describe (to)** ຫຸ້ມຮູ້ອາຍອອກ  
Matt described all the things he does each day at work.
- Education** ການສຶກສາ  
A good education is required if you want a good job.
- Expense** ຄ່າໄດ້ວ່າຍ  
Some jobs require that you purchase uniforms at you own expense.
- Fee** ຄ່າທຳນຽມ  
The registration fee is quite reasonable.
- Find out (to)** ຄົ້ນພົບ  
Glen called to find out when he could start his new job.

**Foundation**                    ພື້ນຖານ  
 Good skills are an important foundation for employment.

**Happen (to)**                    ເກີດເຮືອງ  
 If you happen to pass by the store, please pick up some milk.

**Helpful**                        ຊ່ວຍຢ່າງເຕັມທີ່  
 A job counselor can be very helpful when you don't know where to find work.

**Interest**                        ສົນໃຈ  
 See lesson #1

**List (to)**                        ລົງປັນຊືລາຍຊື່  
 The phone book lists the numbers of telephone subscribers.

**Locate (to)**                    ຊອກຫາ  
 A job center can help you locate a job.

**Look for (to)**                ຊອກຫາ  
 He wants to look for a two-bedroom apartment.

**Notice (to)**                    ແຈ້ງໃຫ້ຊາບ  
 See lesson #1

**Offer (to)**                        ຍົກໃຫ້  
 If the job offers a good salary, take it.

**Opportunity**                    ໂອກາດ  
 There are many employment opportunities which are not advertised.

**Particular**                    ຕາມປຶກກະຕິ  
 It is best for you to find a job which uses your particular skills.

**Popular**                        ນິຍົມ  
 Engineering is a popular career these days.

**President**                        ບໍາເທວາ  
 The President of the United States is Clinton.

**Profit**                            ຜົນໄດ້  
 A company is in business to make a profit.



**Provide (to)** ວັດແຈງໄຮ້ໄທ້

Most jobs provide health care and other benefits.

**Reader** ຜູ້ອ່ານ

A good secretary must be a good reader and speller.

**Represent (to)** ເປັນຕົວແທນໄທ້

See lesson #1

**Require (to)** ຮຽກຮ້ອງໄທ້

See lesson #1

**Requirement** ຄວາມຮຽກຮ້ອງ

The requirements for the job are listed in the job description.

**Respond (to)** ຕອບສນອງ

Laura responded to the ad immediately, and as a result she got the job.

**Response** ຄວາມຮັບຜິດຊອບ

Forty people sent in a response to the ad.

**Section** ເປັນເຂດເປັນຕອນ

The classified section of the newspaper lists many different jobs.

**Situation** ບັນຍາກາດ

The situation in his country seems to be getting worse.

**Skill** ຜົນ

See lesson #1

**Training** ຝຶກອົບຮົມ

There are many schools that offer job training.

**Tricky** ຫລອກ

He is quite tricky because he does not always tell the truth.

**Unpleasant** ບໍ່ປະສົງ

I do not want to go through his experience because it is quite unpleasant.

### III. Reading Want - Ads

To look for a job, you should begin your "job search" with the newspaper want-ads. Ad is the shortened form of the word "advertisement."

Want-ads are found in almost every newspaper. In most cases, want-ads will be found in the "Classified" Section of the newspaper.

For a company with a job opening, want-ads are very popular because with little time and expense, it can announce to many people that there is a job available in the company. The company can also say in its ad exactly what type of job it is offering; what skills or education is required; and how much it will pay.

For a person looking for a job, the want-ads are also very helpful. An ad sometimes tells the reader where the company is located, how to respond to the ad in person, by telephone, or by letter, and the date when the response must be made.

Because the company pays for the ad based on the number of lines it contains, and because the company wants to provide so much information, want-ads are written with a lot of shortened words called abbreviations; for example, pt (part-time), empl. (employment), etc. Therefore, it is very important that you learn and understand the meanings of these abbreviations in order to fully understand what the company is trying to tell you in its ad. A list of common abbreviations will be provided at the end of this lesson.

As you begin to read the want-ads, you will notice that some of the want-ads are different, and do not give information about one particular job.

Sometimes want-ads provide the reader with information about a certain private employment agency. This is just one way these agencies advertise their services.

However, sometimes certain ads describe a lot of job openings, but you are asked to call a phone number in another state or write for more information.

Depending upon what your interests are, or where you want to work, these ads can be very helpful. But these ads can also be very tricky. If you call a telephone number listed in an ad, and the person who answers your call asks you to send a certain amount of money known as a fee, then be careful. Also, you might call a number, and they tell you that they will hire you, but first you must pay for a special training course. Again, be very careful.

If you are interested in the above services, it is a good idea to ask a friend or a family member about the above situation before you do anything else. Sometimes the ad may describe a good opportunity for employment. Unfortunately, in most cases, you will spend a lot of money and find out that it is not exactly what the ad describes.

The best way to avoid these unpleasant and costly situations, and get the most

out of the want-ads, is to read the want-ads on a daily basis, and to be sure to learn what all of the abbreviations represent.

The following are some examples of newspaper want-ads:

## ADMINISTRATIVE ASSISTANT

Duties include both administrative and secretarial. Must possess excellent interpersonal, typing (50+ WPM), computer/PC (WordPerfect, Lotus minimum requirement), organizational, and communication skills. Must have initiative, ability to work independently. At least 3 yrs. sec/admin asst exp. preferred. Competitive and comprehensive benefits package. Salary based on experience and performance. Qualified applicants should submit resume with salary requirements to:

Personnel Director  
**THE REPORTER**

307 Derstine Avenue  
Lansdale, PA 19446

NO PHONE CALLS PLEASE

An Equal Opportunity Employer  
We recognize and appreciate the benefits of diversity in the workplace. People who share this belief or reflect a diverse background are encouraged to apply.

## CLERICAL PERSONNEL ASSISTANT

Ft Washington company seeks F/T Personnel Asst for life typing, record keeping, & call screening/reception. Excel bnfts. Send cover letter resume & salary req to:  
Personnel, PO Box 1447,  
Ft. Washington, PA 19034

**ASSISTANT CONTROLLER:** Need MBA in Finance, 1 yr exp w/ABS, Quicken 6, WordPerfect 5.1, DEP 4, Label Master, Lotus & Norton Util. 1 yr exp as Asst Controller resp for financial statements, budgets, repts, tax returns, etc. \$28,500/yr. 40 hrs/wk. Send resume to PA Job Center at 1200 New Rogers Rd, Bristol, PA 19007. Job Order No. 4540592.

## ASSISTANT MANAGER

Large, fast-paced, multi-family property seeks highly motivated, goals-oriented individual. Position requires 2 yrs on-site exp w/computer training in Rent Roll and AP/AR. Send resumes immediately to:  
PN! 3450, PO 13010 Phila PA 19101

**MEDICAL OFFICE ASST, P/T,** Jenkintown med'l practice w/multiple loc's needs person to perform appts scheduling & front desk responsibilities. 1 yr medical office exp nec & some computer exp desirable. Must be energetic & enjoy assisting people. This is a 25-30 hr/week position. P/T benefits incl partial health ins, profit sharing plan & paid vacation. Call 275-9340, ext 105, Tues-Fri.

**COOKS FT/PT wanted.** Exp'd. req'd. Apply in person at Premier Pizza 297 E. County Line Rd., Warminster or call 674-8815

**COOK - Short Order.** Gd starting salary, benefits & advancement poss. Exp. nec. Apply in person: Dining Car 8826 Frankford Ave.

**BOOKKEEPER sm. N.E. Mfg.** chemical co. is seeking indiv. to work in a diverse, exciting, and challenging environment. Successful candidate should have strong acctg. & computer abilities. F/benefits & competitive sal. Resume to: po box 8936, Phila, PA 19135.

**DRIVER F/T & P/T.** Immed openings for full time drivers w/own car, van or pick up. Earnings of \$700-\$1000 per week. Part time positions also avail for days, nites, weekends. Apply in person at 100 Naamans Rd., Unit 2-B, Claymont, Delaware 19703

**DISHWASHER**  
F/T prof'l person needed in restaurant w/friendly atmosphere, good working conds & good pay. Transp nec. P/T wkend pos also open. Great for students. 641-0484

#### IV. Phrases for Discussion

"Classified" section	ງານທີ່ວ່າແມ່ກໂ້ເປັນເຂດງົນຫນັງສືພິມ
Daily basis	ທຸກະປະຈຳວັນ
Employment agency	ຕົວແທນທາງງານໃຫ້ທ່າ
Help Wanted	ຮັບສັກກງານທ່າ
Immediate employment	ງານດ່ວນ
In person	ດ້ວຍຕົວເອງ
Job available	ງານວ່າງທີ່ບໍ່ມີຄົນທ່າ
Job opening	ເປີດເຈົາຄົນງານ
Job requirement	ຫນ້າທີ່ທີ່ມອບຫມາຍໃຫ້
Training course	ວິຊາທີ່ຝຶກ

#### V. Tests

##### 1. Circle the best answer.

*Example:*

In most cases, want-ads can be found:

- a. at school.
- b. in the "classified" section of the newspaper. (Best answer)
- c. at the post office.
- d. in a restaurant.

1.1. A want-ad announces that jobs are \_\_\_\_\_.

- a. classified
- b. available
- c. private
- d. advertised

1.2. You must be careful when an employment agency:

- a. asks you to send a certain amount of money for its service.
- b. does not list any particular job.
- c. advertises many different jobs.
- d. tells you to contact them.

1.3. Reading the want-ads daily and understanding the abbreviations will help you:

- a. respond to the want-ads quickly.
- b. become a good employee.
- c. discover tricky situations.
- d. examine the company you want to work for.

1.4. Want-ads can tell you:

- a. how much the employer paid for the ad.
- b. how to understand your skills and education better.
- c. what the abbreviations mean.
- d. none of the above.

1.5. A want-ad lists:

- a. the requirements for the job.
- b. the training course you will have to pay for.
- c. the cost of the ads.
- d. the name of the president of the company.

1.6. Private employment agencies:

- a. advertise their job openings.
- b. are in business for themselves, and charge a fee for their service.
- c. will train you for the jobs they advertise.
- d. will decide to give you a job.

1.7. Want-ads can be found:

- a. in the "Classified" Section of the newspaper.
- b. on the front page of the newspaper.
- c. anywhere in the newspaper.
- d. nowhere in the newspaper.

1.8. In its ad, the company can indicate:

- a. that there is a job available.
- b. what kind of job it is offering.
- c. what the requirements are.
- d. all of the above.

1.9. The companies that offer jobs:

- a. require that you pay for their want-ads.

- b. usually indicate what skills or education is required.
- c. give job interviews to all applicants.
- d. all of the above.

1.10. Abbreviations in want-ads are necessary because:

- a. the company that places the ad wants to save you money.
- b. the abbreviations are required by the newspaper.
- c. the company that places the ad wants you to learn these abbreviations before it hires you.
- d. none of the above.

2. Fill in each of the blanks on the left column with the best answer on the right column.

- |                      |                                    |
|----------------------|------------------------------------|
| 1. ___ advertise     | a. specific, not general           |
| 2. ___ basis         | b. doing business to make profits  |
| 3. ___ reader        | c. charge for professional service |
| 4. ___ to respond    | d. to call public attention to     |
| 5. ___ particular    | e. cannot happen without           |
| 6. ___ fee           | f. to answer                       |
| 7. ___ situation     | g. foundation                      |
| 8. ___ information   | h. news or knowledge               |
| 9. ___ company       | i. a person who reads              |
| 10. ___ to depend on | j. condition or state of affairs   |

3. Fill in each blank with the best word or phrase below.

- |              |                 |               |
|--------------|-----------------|---------------|
| job openings | daily basis     | expense       |
| announce     | classified      | interest      |
| look for     | training course | opportunities |
| requirements | represent       | services      |

*Example:*

The newspaper want-ads usually advertise \_\_\_\_\_. (job openings)

- 3.1. The want-ads advertise \_\_\_\_\_.
- 3.2. The best place to \_\_\_\_\_ jobs is the \_\_\_\_\_ section of the newspaper.
- 3.3. The company pays for the \_\_\_\_\_ of the ads.
- 3.4. The want-ad usually indicates the \_\_\_\_\_ for the advertised job.
- 3.5. By using the newspaper ads, the company can \_\_\_\_\_ to many people that there is a job opening.
- 3.6. To look for a job, you should read the classified section of the

- newspaper on a \_\_\_\_\_.
- 3.7. Sometimes you have to pay for the \_\_\_\_\_ of a private employment agency.
- 3.8. It is important for you to learn what the abbreviations \_\_\_\_\_.
- 3.9. Employers announce employment \_\_\_\_\_ in help-wanted ads.
- 3.10. If you do not have the required skills, the employer may ask you to take a \_\_\_\_\_ before you can be employed.

### LIST OF COMMON ABBREVIATIONS

&	and	loc.	located
A.M. / AM	morning	lt.	light
aft.	after	lv.	leave
apt.	appointment	mach.	machine
bet.	between	maint.	maintenance
bgn.	begin or beginning	manuf.	manufacture
bldg.	building	manuf.	manufacturer
bus.	business	manuf.	manufacturing
clk.	clerk	mech.	mechanic, machine
co.	company	mfct.	manufacture
cond.	conditions	mfr	manufacturer
const.	construction	mfr.	manufacturing
cty.	city	mfr.	manufacture
dept.	department	min.	minimum
elec.	electric	mo.	month
empl.	employment	nec.	necessary
empl.	employee, employer	op. or oper.	operator
eqpt.	equipment	P.M./PM	afternoon or evening
etc.	and so on	pd.	paid
eves.	evenings	pt. /p.t.	part-time
exc.	excellent	refs.	references
exp.	experience	req.	requirement
ext. or X	extension	sal.	salary
ft.	future	secy.	secretary
gd.	good	sh.	shorthand
gen.	general	temp.	temporary
grad.	graduate	trnee.	trainee
hqtrs.	headquarters	typ.	typing or typist
hr.	hour	w.	with
hrly.	hourly	wk.	week or work
hvy.	heavy	wkr.	worker
incl.	including	work.	worker
ind.	industrial	wpm.	words per minute
jr.	junior	yr.	year

# Teacher's Guide

## LESSON 3

### FILLING OUT A JOB APPLICATION

#### I. Text Overview

In this lesson, students will examine the various job application forms generally used by companies for their prospective job applicants.

Using actual application forms, the students will learn the meanings of the various words and phrases commonly found on applications, as well as the necessity of following the instructions on the forms.

By working with a number of different formats, students will learn to recognize how different words, phrases and symbols may be used to request the same information.

At the conclusion of the lesson, students will have acquired the skills and self-confidence necessary to properly complete a job application, in a number of different formats, and within a reasonable amount of time.

#### II. Key Words and/or Phrases for Discussion

<b>Application</b>	Form used in making a request.
<b>Background</b>	The total experience, knowledge and education of a person.
<b>Complete address</b>	Includes the street address (house number, name of the street or road, apartment number (#), if any), city/town, state and zip code.

**Example:**

4936 Old York Road, # 12  
Philadelphia, PA. 19141

**House number:** 4936  
**Name of the street or road:** Old York Road  
**Apartment number:** 12 (number : #)  
**City/town:** Philadelphia  
**State:** PA (Pennsylvania)  
**Zip code:** 19141

<b>Educational background</b>	what you have learned at school and the degree or diploma that you have received.
<b>Financial situation</b>	status regarding debts, credit standing, possessions, money, property, jewelry, etc.
<b>First impression</b>	What people think of you when they meet you the first time.
<b>Employment history</b>	What job(s) you have had in the past.
<b>Not applicable ( N/A)</b>	Not relevant to your situation (You cannot answer this question)
<b>Personal limitation</b>	A physical handicap, disability or disadvantage.
<b>Personal question</b>	Question about you and your own life.
<b>Prospective employer</b>	The employer that may give you a job.

### III. Teaching Suggestions

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some idea of the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on already learned vocabularies , grammatical structures and concepts in teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over the **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

## LESSON 3

### FILLING OUT A JOB APPLICATION

#### I. Objectives:

In this lesson, you will:

1. Become acquainted with different job application formats;
2. Learn how to complete the different applications;
3. Understand the importance of the job application to the employer;
4. Understand the necessity of completing the application neatly and in accordance with the instructions given.

#### II. Key Words and Their Laotian Translations

Acquaint (to) ຄື້ນເຄີຍ

Mitch acquainted himself with the new neighborhood by walking around in the streets.

Applicant ຜູ້ສັກງານ

All applicants for the jobs are required to respond by Monday.

Application ົບຄໍາຮ້ອງຂໍເຂົ້າເຮັດງານ

See lesson #1

Apply (to) ຢື່ນຄໍາຮ້ອງ

Students should apply to college early in the year.

Background ພື້ນຖານ

Because he has a good background in computers, IBM hired him.

Blank ຊ່ອງວ່າງ

Fill in all the blanks on the application.

Circle (to) ຂີດວົງມົນ

Circle the correct answers.

- Comfortable**            ຮົບອຸ່ນ  
That couch was so comfortable, I fell asleep.
- Consider (to)**        ພິຈາຣະນາ  
They are considering hiring two women for the jobs.
- Financial**            ການເງິນ  
Because he has a high paying job, he is in good financial standing.
- Goal**                    ຄວາມຕັ້ງໃຈ  
Cathy's goal is to have a job by September.
- Impression**         ຕ້ອງຕາຕ້ອງໃຈ  
You'll make a good impression if you wear a suit and a tie to the interview.
- Instruction**         ຄໍາແນະນໍາ  
Read the instructions before you begin the test.
- Limitation**          ຂອບເຂດວໍາກັດ  
Despite her limitations, the blind woman graduated at the top of her college class.
- List (to)**              ລົງໜີ້ລາຍຊື່  
See lesson #2
- Messy**                 ເລິ່ຍເຖິ້ຍ, ສຶກກະປັກ  
Shelly's application was messy so she rewrote it.
- Nickname**          ຊື່ຫລິ້ນ  
William's nickname is Billy
- Offensive**          ສູ້ຊົມ  
Curse words are offensive.
- Overlook**            ມອງອ້າມ  
Her tardiness was overlooked because her child was sick.
- Permit (to)**         ອະນຸຍາດໃຫ້  
You are permitted to take two suitcases on the airplane.
- Personal**            ສ່ວນຕົວ  
The interviewer cannot ask you a personal question such as "how much do you weigh"?
- Prospective**        ອະນາຄົດອ້າງຫນ້າ  
Len has a long list of prospective employers that might offer him a job.
- Purpose**                ສູ້ງຫມາຍ  
The purpose of an interview is for an employer to choose the best candidate.

Race	ຜົວພັນ
	People of many different races live in the United States.
Reference	ຜູ້ຮູ້ວັກ, ພັກພວກ
	<u>References</u> help the prospective employers check the work history and background of the candidate.
Refuse (to)	ປະຕິເສດ
	The interviewer <u>refused</u> to see Paul because he arrived late.
Religion	ສາສນາ
	Is your <u>religion</u> Christian or Buddhist?
Self-confidence	ໂອ້ໃຈຕົວເອງ
	Janet had a lot of <u>self-confidence</u> because she knows what she is good at.
Specifically	ຈໍາເພາະ
	I <u>specifically</u> told you not to wear earrings to the job interview.
Suggestion	ການແນະນໍາ
	My <u>suggestion</u> is that you change your attitude.
Type	ແບບ, ສນິດ
	He is not the <u>type</u> of man Lisa is looking for.
Untidy	ເບື້ອງເບື້ະ
	After walking through the rain, his appearance was <u>untidy</u> .

### III. Filling Out a Job Application

The employer's main **purpose** in having you fill out an **application** is to obtain important information about you. However, employers will often use the job application form to find out a great deal more about you and about the type of work you are able to do well.

If you fill out the job application neatly and completely, this will give the employer a good **first impression**. On the other hand, if you do not fill it out completely, and if it is messy or has a number of mistakes, this will give the employer the impression that you are a messy or **untidy** person, and that your work will also be messy and untidy.

Before even talking to you, the employer can form an impression of how well you know English simply by looking at your job application.

The application usually has many different questions about you, your educational background, employment history or work experience, skills, etc. While most job applications ask for the same information, some applications use slightly different ways to achieve the same goal. Sometimes you will be asked to answer the questions by putting a circle around the correct answer. On other applications you will be asked to write out the correct answer. On some applications, you will be asked to write your first name first, while on other applications you will be asked to write your last name first. On almost every application you will see the instructions "Please Print or type", and it is very important that you do so.

The job application can tell a prospective employer a great deal more about the applicant than simply the information provided. Therefore, it is very important that you follow the instructions on the application form and fill out the application as neatly and completely as possible. Listed below are some additional suggestions for completing application forms:

- Always fill out a job application with a pen. If you are permitted to take the application home with you, type the application if possible.
- Answer every question. If the question does not apply to you, fill in the blank area with the words "Not Applicable" or the abbreviation "N/A". In this way you are indicating that you did not overlook a question.
- Always use your correct name. Do not use a nickname unless it is specifically requested.
- Always provide your complete address including your zip code.
- Always be prepared to list two (2) or three (3) references, and remember to write down their telephone numbers and addresses. Ask them to serve as references before using their names.
- Make certain that all words are spelled correctly.

In general, United States law does not permit employers to ask you questions about your race, your religion, your financial situation or certain other very personal questions or limitations. However, many job applications still request this information, and in some situations, if you refuse to answer these questions, the employer may simply refuse to consider your application. Therefore, only answer the questions you feel comfortable with or questions that are not too personal or offensive to you.

#### IV. Phrases for Discussion

**Application** າບຄຳຮອງຂໍເຂົ້າເຮັດງານ  
**Background** ຟື້ນຖານ  
**Complete address** ທີ່ຢູ່ຊັດເວນ  
(ລອມທັງເລກປ້ານ, ຊື່ຖານ, ເລກທ້ອງ ຖ້າມີ, ເມືອງ, ຮັຖແລະເລກລະຫັດ  
ຕົວຢ່າງຂ້າງລຸ່ມນີ້

4936 Old York Road, # 12  
Philadelphia, PA. 19141

**House number (ເລກປ້ານ):** 4936

**Name of the street or road (ຊື່ຖານ):** Old York Road

**Apartment number (ເລກທ້ອງ):** 12 (ນ້ຳເບີ: #)

**City/town (ເມືອງ):** Philadelphia

**State (ຮັຖ):** PA (Pennsylvania)

**Zip code (ເລກລະຫັດ):** 19141

**Educational background** ຄວາມຮູ້ເບື້ອງຕົ້ນ  
**Employment history** ປະຫວັດການທຳງານ  
**Financial situation** ຖານະການເງິນ  
**First impression** ເລື້ມຕ້ອງຕາຕ້ອງໃຈ  
**Not applicable (N/A)** ບໍ່ຮ້າງເຖິງ  
**Personal limitation** ຈຳກັດຕົວເອງ  
**Personal question** ຄວາມຖາມລັບໆ  
**Prospective employer** ນາຍຮ້າງໃນຝັນ

#### V. Suggested Activities:

1. Presentation of the 3 basic application formats (to be found at the end of this lesson).
2. Discussion of the text and the **Key Words and/or Phrases** in the applications.
3. Discussion of how an application is prepared properly and neatly.
4. Preparation of job applications by students.

## VI. Tests

1. Fill in each of the blanks below with T (True /Correct) or F (False /Wrong).

*Example:*

T The job application helps the employer obtain information about the applicant. (T)

- 1.1. \_\_\_ There are different types of application forms. Most of them ask for more-or-less the same information.
- 1.2. \_\_\_ You do not have to fill in all the blanks.
- 1.3. \_\_\_ You have to write down a complete address in a job application.
- 1.4. \_\_\_ It is okay to use a red pen or pencil to fill out an application.
- 1.5. \_\_\_ Always sign the application.
- 1.6. \_\_\_ "N/A" stands for "Not-Applicable."
- 1.7. \_\_\_ You can name your family members as references.
- 1.8. \_\_\_ By looking at the job application the employer can learn more about the applicant than simply the information provided.
- 1.9. \_\_\_ The job application rarely asks about employment history.
- 1.10. \_\_\_ Neatness is not really important when filling out the employment application.

2. Fill in each of the blanks with the best word or phrase below:

educational background  
financial situation  
prospective employer  
not applicable (N/A)

first impression  
personal questions  
employment history  
suggestions

overlook  
type  
purpose  
references

*Example:*

U.S. laws do not allow prospective employers to ask \_\_\_\_\_.  
(personal questions)

- 2.1. Job applications usually ask you to print or \_\_\_\_\_ the information.
  - 2.2. The status regarding what you owe or possess indicates your \_\_\_\_\_.
  - 2.3. \_\_\_\_\_ means what people think of you when they meet you the first time.
  - 2.4. If the employer wants to know what jobs you have had, he/she wants to know your \_\_\_\_\_.
  - 2.5. The \_\_\_\_\_ of the job application is to find out about your employment history and \_\_\_\_\_.
  - 2.6. If you cannot answer any questions on the job application because they are not relevant to you, then you write \_\_\_\_\_.
  - 2.7. If the employer wants to get more information about the job applicant, he can contact \_\_\_\_\_.
  - 2.8. If you do not know how to handle a certain situation it is always a good idea to ask for \_\_\_\_\_.
  - 2.9. The applicant should not \_\_\_\_\_ any question on the job application.
  - 2.10. The employer that asks you to fill out a job application is a \_\_\_\_\_.
3. Fill in each of the blanks on the left column with the best letter from the right column.

- |                            |   |
|----------------------------|---|
| 3.1. ___suggestion         | a. this has something to do with money.                             |
| 3.2. ___employment history | b. showing how to do certain things.                                |
| 3.3. ___overlook           | c. what you plan to accomplish.                                     |
| 3.4. ___financial          | d. before.  |
| 3.5. ___instruction        | e. advice or what people tell that you should do.                   |
| 3.6. ___purpose            | f. it has something to do with the job(s) you have had in the past. |
| 3.7. ___previous           | g. the reason for doing something.                                  |
| 3.8. ___goal               | h. insulting, hurting feelings.                                     |
| 3.9. ___permit             | i. to forget or pay no attention to.                                |
| 3.10. ___offensive         | j. to allow.  |

## Three Basic Application Formats

PLEASE TYPE OR PRINT CLEARLY

Last Name	First	Middle	Social Security Number
Address	City	State	Zip
			(Area Code) Home Phone

In case of an emergency, whom should be called? \_\_\_\_\_

Name	Telephone Number
------	------------------

Do you have a physical handicap or limitation? If so, please explain.  Yes  No

What job or jobs are you applying for? \_\_\_\_\_

What special skills do you have? \_\_\_\_\_

Education: Circle Highest Grade Completed. 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 +

List schools you have attended:

Grade School (last attended)

Name of School	Address	Dates You Attended
Junior High School (last attended)		

Name of School	Address	Dates You Attended	Did You Graduate?
High School (last attended)			

Name of School	Address	Dates You Attended	Did you Graduate?
College or Trade School Attended			

Name of School	Address	Dates You Attended	Did you Graduate?
----------------	---------	--------------------	-------------------

School Clubs or Activities

Employment History (list most recent job first):

Employer	Address	Date of Employment	Salary or Wage
Your Job Title		Supervisor	
Employer	Address	Date of Employment	Salary or Wage
Your Job Title		Supervisor	
Employer	Address	Date of Employment	Salary or Wage
Your Job Title		Supervisor	

References (not related to you):

Name	Address	Telephone

Signed \_\_\_\_\_



# APPLICATION FOR EMPLOYMENT

## PERSONAL INFORMATION

NAME			DATE	SOCIAL SECURITY NUMBER	
LAST	FIRST	MIDDLE			
PRESENT ADDRESS		STREET	CITY	STATE	ZIP
PERMANENT ADDRESS		STREET	CITY	STATE	ZIP
PHONE NO.					
IF RELATED TO ANYONE IN OUR EMPLOY, STATE NAME AND DEPARTMENT				REFERRED BY	

## EMPLOYMENT DESIRED

POSITION	DATE YOU CAN START	SALARY DESIRED
ARE YOU EMPLOYED NOW?		IF SO MAY WE INQUIRE OF YOUR PRESENT EMPLOYER?
EVER APPLIED TO THIS COMPANY BEFORE?		WHERE WHEN

EDUCATION	NAME AND LOCATION OF SCHOOL	YEARS ATTENDED	DATE GRADUATED	SUBJECTS STUDIED
GRAMMAR SCHOOL				
JR. HIGH SCHOOL/ MIDDLE SCHOOL				
HIGH SCHOOL				
COLLEGE				
TECHNICAL, BUSINESS OR CORRESPONDENCE SCHOOL				

SUBJECTS OF SPECIAL STUDY OR RESEARCH WORK

---

WHAT FOREIGN LANGUAGES DO YOU SPEAK FLUENTLY? READ WRITE

ACTIVITIES: CIVIC, ATHLETIC, ETC.  
[EXCLUDE ORGANIZATIONS, THE NAME OR CHARACTER OF WHICH INDICATES THE RACE, CREED, SEX, MARITAL STATUS, AGE, COLOR OR NATIONAL ORIGIN OF ITS MEMBERS.]

MILITARY SERVICE RANK PRESENT MEMBERSHIP IN NATIONAL GUARD OR RESERVES



**FORMER EMPLOYERS** (LIST BELOW LAST FOUR EMPLOYERS, STARTING WITH LAST ONE FIRST.)

DATE MONTH AND YEAR	NAME, ADDRESS AND TELEPHONE OF EMPLOYER	SALARY	POSITION	REASON FOR LEAVING
FROM				
TO				
FROM				
TO				
FROM				
TO				
FROM				
TO				

**REFERENCES:** GIVE BELOW THE NAMES OF THREE PERSONS NOT RELATED TO YOU, WHOM YOU HAVE KNOWN AT LEAST ONE YEAR.

NAME	ADDRESS / TELEPHONE	BUSINESS	YEARS ACQUAINTED
1			
2			
3			

(IT IS UNDERSTOOD THAT ONLY JOB-RELATED DEFECTS MAY BE USED TO DENY EMPLOYMENT TO AN APPLICANT.)

**PHYSICAL RECORD:**  
LIST ANY PHYSICAL DEFECTS

WERE YOU EVER INJURED?  GIVE DETAILS \_\_\_\_\_

HAVE YOU ANY DEFECTS IN HEARING?  IN VISION?  IN SPEECH?

IN CASE OF EMERGENCY NOTIFY \_\_\_\_\_ ( )

NAME \_\_\_\_\_ ADDRESS \_\_\_\_\_ AREA CODE \_\_\_\_\_ PHONE NO. \_\_\_\_\_

I AUTHORIZE INVESTIGATION OF ALL STATEMENTS CONTAINED IN THIS APPLICATION. I UNDERSTAND THAT MISREPRESENTATION OR OMISSION OF FACTS CALLED FOR IS CAUSE FOR DISMISSAL. FURTHER, I UNDERSTAND AND AGREE THAT MY EMPLOYMENT IS FOR NO DEFINITE PERIOD AND MAY, REGARDLESS OF THE DATE OF PAYMENT OF MY WAGES AND SALARY, BE TERMINATED AT ANY TIME WITHOUT ANY PREVIOUS NOTICE.

DATE \_\_\_\_\_ SIGNATURE \_\_\_\_\_

DO NOT WRITE BELOW THIS LINE

INTERVIEWED BY \_\_\_\_\_ DATE \_\_\_\_\_

REMARKS: \_\_\_\_\_

NEATNESS		CHARACTER	
PERSONALITY		ABILITY	

HIRED \_\_\_\_\_ FOR DEPT. \_\_\_\_\_ POSITION \_\_\_\_\_ WILL REPORT \_\_\_\_\_ SALARY WAGES \_\_\_\_\_

APPROVED: 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

EMPLOYMENT MANAGER DEPT. HEAD GENERAL MANAGER

BEST COPY AVAILABLE



# APPLICATION FORM

Name \_\_\_\_\_ Telephone \_\_\_\_\_

Address \_\_\_\_\_ Social security no. \_\_\_\_\_

Citizen of U.S.A. \_\_\_\_\_

Position applied for: \_\_\_\_\_

Salary expected \_\_\_\_\_ Date ready to start \_\_\_\_\_

**United States Military Service:**

Date entered service \_\_\_\_\_ Date discharged \_\_\_\_\_ Branch of service \_\_\_\_\_

Serial No. \_\_\_\_\_ Describe work you did \_\_\_\_\_

**Education:**

	Name of school	Address of school	Dates From To		Did you Graduate?	Course or Degree
Elementary						
Junior High						
High School						
Vocational						
College						
Business or Trade School						
Other						

# Teacher's Guide

## LESSON 4

### WRITING BUSINESS LETTERS

#### I. Text Overview

In this lesson, students will explore an alternative method of searching for a job, through the use of a business letter.

Students will learn about the different types and purposes of business letters, as well as their importance in the job search.

After this foundation, the differences between business letters and personal letters will be discussed in terms of format, content, and style. Handwritten and typed letters will be discussed, pointing out to the student the advantages that one form of business letter can have over the other.

Finally, students will prepare their own business letters, using the different forms and styles, with a particular emphasis on clarity and neatness.

#### II. Key Words and/or Phrases for Discussion

<b>Clerk typist</b>	A clerk who can also type well.
<b>Cover letter</b>	Letter stating the sending of another document such as a resume, references or letters of recommendation..
<b>Employer's convenience</b>	When the employer is available or has free time.
<b>Establish first contact</b>	Make contact for the first time.
<b>First draft</b>	The document written the first time. It needs <b>proofreading</b> , changes and <b>improvements</b> . The final document ready to be used or printed is called the final draft or copy.
<b>Inquiry letter</b>	Letter requesting certain information.
<b>Interview</b>	A formal meeting at which information about the interviewee is obtained.
<b>Letter of application</b>	Letter to apply for something such as a job or admission to a training program.
<b>Personal interview</b>	A face-to-face interview involving you and the interviewer.

Proper punctuation	The correct use of punctuation marks such as the period (.), the comma (,), the question mark (?), the semi-colon (;), the exclamation mark (!), etc.
Sell oneself	An effort to impress somebody with your capabilities or skills.
"Thank you" letter	Letter expressing appreciation or gratitude.
Typing service	Typing (usually for a fee) is provided for those who need it.

### III. Teaching Suggestions

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some idea of the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on already learned vocabularies , grammatical structures and concepts in teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over the **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

## LESSON 4

### WRITING BUSINESS LETTERS

#### I. Objectives:

Upon completion of this lesson, you will:

1. understand the importance of business letters;
2. learn about the different types of business letters;
3. learn how to use business letters in your job search;
4. be able to write business letters yourself.

#### II. Key Words and Their Laotian Translations

Attention ຕັ້ງໃຈ

If you want to do a good job, you should pay attention to details.

Base upon (to) ອີ້ນັບ

My opinions about that subject are based upon my research of many years.

Contact ຕິດຕໍ່

William wasn't able to contact his mother by phone, so he sent her a letter.

Convenience ສະດວກ

Mark took his time and did the project at his own convenience.

Convince (to) ຫນັ່ນໃຈ

John convinced his boss that his idea for the project was the best.

Crucial ຈິ່ງຈັງ

A good relationship with one's boss and co-workers is crucial to a successful career.

Draft ຮັດເລືອກ

The final draft of your letter should be typed on clean, white paper.

Establish (to) ຕັ້ງຫລັກ

Joe established a good relationship with his boss by arriving on time every day.

Hand-write (to) ລາຍມືຂຽນ

It is not acceptable to hand-write a resume. It must be typed.

**Impressive**                    ວັບໃວ

A well- written, nicely typed resume can be very impressive.

**Improve**                    ສົ່ງເສີມ ັທັດີຂຶ້ນ

John practiced his piano lesson everyday to improve his skills.

**Interview**                   ສັມພາດ

Her job interview went very well. It looks like she will get the job.

**Punctuation**              ັກຕອນ

It can be difficult to use punctuation such as the colon (: )and semi colon(;).

**Qualification**              ຄວາມເໝາະສົມ

Gina possessed the right qualifications and was subsequently hired for the job.

**Quality**                    ເໝາະສົມ

Pedro bought a good quality car and it lasted him many years.

**Refer (to)**                  ເປັດເປັງ

You should refer to the dictionary when you want to know the correct spelling of a word.

**Referral**                    ຫນັງສືຕິດຕາມ

Paula has a referral from her main physician to see the specialist.

**Resume**                    ປັດໄຈຫຼັງ

Your resume should include your education and work history.

**Satisfy (to)**                ພໍໃວ

Chocolate ice cream is the perfect thing to satisfy my sweet tooth.

**Specifically**                ຈໍາເພາະ

Martha specifically asked her husband to pick up bread but he got milk, instead.

**State (to)**                  ເຫນັ້ນຫນັກ

Please state your full name and social security number for my record.

**Succeed (to)**              ັນຈຸຜົນ

If you work hard and persevere you will have a good chance to succeed.

### III. Writing Business Letters

Business letters have different forms. The following are some of the most common forms:

## A. Letter of Application

The employer will probably not interview all of the applicants who may apply for employment. Therefore, it is necessary that you convince the employer that you are one of the applicants who should be interviewed. That is why filling out the job application properly or writing a good letter of application is so important. The letter of application and the job application can help you sell yourself to an employer even before you have the opportunity to meet him/her.

Many times, writing a letter of application may be the only way to get a personal interview and be considered for a particular job. Listed below are some of the situations when you should write a letter of application:

- When you want to apply for a job in another city;
- When you answer a newspaper want-ad that specifically asks you to apply by letter through the mail;
- If you want to apply for a job, through a specific person, based upon a referral from a family member or friend;
- When an employer requests that you write a letter of application; or
- When you are simply inquiring if a job is available at a company that you would like to work for.

You must always remember that, in most cases, when you write a letter of application, you establish first contact with the company. From your letter of application, the employer will form a first impression of you. Therefore, it is crucial that you make a good first impression by writing a good business letter.

You should always type your letter, unless you have been asked to hand-write it. Take your time, and type your letter neatly. A neatly typed letter, in the proper format and with all of the words spelled correctly, can be very impressive.

If you do not know how to type, or do not have a typewriter, ask a friend to type your letter for you. If you do not know anyone who can type, look for a local typing service to type your letter for a small fee.

If you are sending this letter to apply for a job as a clerk typist for instance, your letter of application is really important. It will be a good opportunity to show the employer how well you type, and how much you know about business letters.

The following suggestions will help you write good business letters:

- Always write a first copy, or "first draft." Make certain your letter says exactly what you want to say in good English. Pay attention to proper punctuation ( the use of the period, comma, question mark, semi-colon, etc.). Also, ask a friend or a teacher to read it, and make any suggestions or corrections to improve the quality of the letter. When you are satisfied with the letter and the form, have the letter typed neatly;
- Never state in your letter how badly you need a job or how nervous you are feeling about writing this letter. You should tell the employer how well you can help him/her if you are given the job;
- Always begin your letter by telling the employer how you heard about him/her, or who referred you to the company;
- Next, indicate a particular job, or group of jobs that you are interested in;
- Now that you have explained that you are applying for a particular job, tell the employer your qualifications or skills which will enable you to do a good job for the company.
- Finally, ask the employer for an interview, at "the employer's convenience," and always remember to close the letter with a short "thank you."

## B. Cover Letter

Business letters are written for many other reasons. A cover letter is different from a business letter. If you are asked to send a resume to an employer, the letter that you send with the resume is called a "cover letter." In the cover letter, you thank the prospective employer for the opportunity to send your resume and apply for a job. You should also express your interest in having a job interview with the prospective employer at his/her convenience. A well-written cover letter can help you get a job interview.

## C. Inquiry Letter

If you want to get information about job openings, you can write the prospective employer an inquiry letter. In this letter you can ask if there are jobs available and what kind of jobs the employer wants to fill. You can also ask the employer to send you a job announcement and a job application.

#### D. "Thank you" Letter

If the employer answers your letter and invites you in for an interview, you should send a "thank you" letter after the interview.

A good business letter helps you succeed in your job search. Many times, the person who can write a good business letter and make a good first impression will have the best chance to get a job. Examples of a letter of application, a cover letter and a "thank you" letter are provided at the end of this lesson.

#### VI. Phrases for Discussion

Clerk typist	ສມຽນພິມຕິດ
Cover letter	ຈົດຫມາຍລຽນ
Employer's convenience	ຄວາມເໝາະສົມຂອງນາຍຮ້າງ
Establish first contact	ຕິດຕໍ່ດ້ວຍຄວາມຈິງໃຈ
First draft	ເລື່ອງເຈົ້າກ່ອນທຸ່
Inquiry letter	ຫນັງສືຮຽກຮ້ອງໃຫ້ມີ
Letter of application	ຫນັງສືຂໍຮ້ອງ
Personal interview	ສຳພາດຕົວຕໍ່ຕົວ
Proper punctuation	ເຄື່ອງຫມາຍໄວຍະກອນ
Sell oneself	ຄວາມສຳນານທີ່ເຮັດໃຫ້ຄົນອື່ນສົນໃຈ
"Thank you" letter	ຈົດຫມາຍຂອບໃຈ
Typing Service	ພິມຕິດບໍລິການ

#### Sample Letters

On the next pages you will find samples of the different types of business letters that can help you in your job search: a thank-you letter, letter of application, cover letter, and inquiry letter. These sample letters give you an idea how they look and what you should include. You should practice writing different business letters as many times as you can and also discuss your letters with your teacher, counselor or someone who can write English well. These people can help you not only to write but also to improve the quality of your letters.

## Thank-You Letter

984 Hope Lane  
Abington, PA 19041  
(215) 598-0826  
May 24, 1993

Mr. Henry MacDonald  
Great Lake Company  
1234 Heaven Road  
West Middletown, PA 12890

Dear Mr. MacDonald:

I greatly enjoyed meeting with you this week, and I am certain that the job at your company would suit me well. Your enthusiasm and insight proved to be very motivating for me.

Should you require any further information, please do not hesitate to call me at (215) 123-4567.

Thank you for your time and kind consideration, and I look forward to hearing from you soon.

Sincerely yours,

Sam Nguyen

## Letter of Application

985 Farmer Road  
Fort Washington, PA 19043  
(215) 547-0981  
June 12, 1992

Mr. John Smith  
Manager  
Logan Computer Store  
15 Eastmoreland Street  
Philadelphia, PA 19141

Dear Mr. Smith:

I am interested in working at your store. I would like to be considered for the position of a salesperson. The enclosed resume will provide you with the details of my background and qualifications.

I strongly feel that my skills would benefit your business. I am a hard working, responsible worker. I know that if you hire me, you will be pleased with my performance.

I would welcome the opportunity to meet with you to discuss any job openings.

Thank you for your time and consideration, and I am most eager to hear from you soon.

Sincerely,

Han Chin

#### Cover Letter

35 Heaven Drive  
Rockville, PA 19709  
(717) 895-8923  
July 7, 1993

Mrs. Nancy Yim  
Director of Personnel  
Asia Bakery Company  
4321 Daffodil Avenue  
Sandy Beach, Florida 17831

Dear Mrs. Yim:

Enclosed please find a copy of my resume as requested. As you will see I am quite qualified for the job opening at your company.

I sincerely hope that you will give me the opportunity to meet with you to discuss the possibility of employment at your company.

I am looking forward to hearing from you soon. Please accept my thanks for your time and consideration.

Very truly yours,

Miss Tan Suh

4-9

## Inquiry Letter

2921 Rushcomb Road  
Yourtown, Fl. 57830  
(687) 879-0432  
June 23, 1993

Mrs. Joan Braun  
Director of Human Resources  
Trident Grocery Wholesale  
758 Main Street  
Hopeville, TX 78493

Dear Mrs. Braun:

I am interested in learning of any job openings in your company. Having three years of experience as a produce clerk, I feel I can serve your company well.

If there are any positions available, would you please contact me at your earliest convenience, or send me a job announcement? I can be reached at (687) 879-0432 or at the address above.

Thank you for your time and consideration.

Sincerely yours,

Lan Trinh

### V. Tests

1. Fill in each of the blanks on the left column with the best answer on the right column.

- |                     |   |
|---------------------|---|
| 1.1. ___ greeting   | a. To persuade; to make someone believe in doing something. |
| 1.2. ___ contact    | b. Skills or education that fits you for the job.           |
| 1.3. ___ impressive | c. Getting better.  |
| 1.4. ___ succeed    | d. To review to find and correct mistakes.                  |

- |                        |   |
|------------------------|---|
| 1.5. ___ qualification | e. Meeting; to get in touch with.           |
| 1.6. ___ convince      | f. To meet the needs of.                    |
| 1.7. ___ improvement   | g. To achieve a goal.                       |
| 1.8. ___ attention     | h. Causing wonder and admiration.           |
| 1.9. ___ satisfy       | i. Concentration; readiness or observation. |
| 1.10. ___ proofreading | j. Saying "Hello," "Good morning," etc.     |

2. Fill in each of the following blanks with T (True/Correct) or F (False/Wrong).

*Example:*

F The prospective employer does not always look at the resume of the applicant (F)

- 2.1. \_\_\_ Good business letters are not a necessary part of the job search.
- 2.2. \_\_\_ When writing a business letter, pay attention to punctuation.
- 2.3. \_\_\_ It is always a good idea to hand-write a letter of application.
- 2.4. \_\_\_ A letter of application gives you the opportunity to sell yourself to a prospective employer before you have the chance to meet him/her.
- 2.5. \_\_\_ An inquiry letter is used to ask the employer to give you a job.
- 2.6. \_\_\_ When you send a resume' to an employer, the letter you attach to it is called the "cover letter."
- 2.7. \_\_\_ In the cover letter you should express interest in having a job interview with the employer at his/her convenience.
- 2.8. \_\_\_ It is not necessary to send a "thank you" letter after the job interview.
- 2.9. \_\_\_ A well-written cover letter can help get a job interview.
- 2.10. \_\_\_ In order to write a good business letter, you should write a first draft.

3. Fill in the blank with the best word or phrase below:

resume  
application  
inquiry letter  
interview  
handwritten  
attention

referred  
cover  
convenience  
establish first contact  
impressive  
specifically

improve  
punctuation  
sell yourself  
qualifications  
satisfied  
crucial

*Example:*

The job applicant should always bring a resume to the job \_\_\_\_\_.  
(interview)

- 3.1. A letter of \_\_\_\_\_ may help to \_\_\_\_\_ the employer that you are one of the applicants who should be interviewed.
- 3.2. A good business letter requires proper \_\_\_\_\_.
- 3.3. If you wish to get information about job openings, you should write an \_\_\_\_\_.
- 3.4. A letter of application helps you to \_\_\_\_\_ with the prospective employer.
- 3.5. Make sure that you are \_\_\_\_\_ with your business letter before you send it out.
- 3.6. A professional looking letter can be \_\_\_\_\_.
- 3.7. Properly filled-out job application and a well-written \_\_\_\_\_ letter can help you \_\_\_\_\_.
- 3.8. It is advisable to begin a business letter by telling the employer the name of the person who \_\_\_\_\_ you to him/her.
- 3.9. In the cover letter, you should ask the prospective employer to give you a job \_\_\_\_\_ at his/her \_\_\_\_\_.
- 3.10. Besides your resume, your job application gives the prospective employer the opportunity to look at your \_\_\_\_\_.
- 3.11. Proofread your business letter carefully and make any necessary corrections in order to \_\_\_\_\_ the quality of the letter.

- 3.12. \_\_\_\_\_ business letters do not impress the prospective employer.
- 3.13. A cover letter is necessary when you send a job application and a \_\_\_\_\_ to the prospective employer.
- 3.14. In order to make a good first impression, it is \_\_\_\_\_ to write a good business letter.
- 3.15. Pay \_\_\_\_\_ to proper punctuation and spelling when you write business letters.

# Teacher's Guide

## LESSON 5

### WRITING A RESUME

#### I. Text Overview

In this lesson, the major emphasis will be on providing the students with the skills necessary to organize their personal data, education, qualifications, employment history and other information, so as to present themselves to a prospective employer by way of a written document known as a "resume". The lesson will show the students how to prepare such a document in a succinct and informative manner.

Keep in mind that limited English proficient students, generally speaking, come from countries where a resume is not required in the job search process. In fact, many people in these countries have never heard of such a thing as a resume. Therefore, it is necessary to explain the importance of this document and to help your students write their own resume.

Initially, the students will gather their personal data, focusing on the tasks of collecting the data, and then organizing them in such a way that they are able to communicate to others their personal history, skills, and special talents. These tasks can be accomplished by utilizing a simplified personal data sheet.

Having acquired these basic skills, the students will learn how to prepare a more detailed data sheet, the resume, and will begin to learn about the importance of a resume for their future success in finding a job. Clarity, style, neatness, and completeness of this important document will be discussed. A sample of a typical resume and its format can be found at the end of this lesson and before the tests. Please discuss the vocabulary and/or phrases commonly found in a resume with the students.

#### II. Key Words and/or Phrases for Discussion

<b>Be better prepared</b>	More able and ready to do something.
<b>Course of studies</b>	Program of studies, subjects to study.
<b>Highest level of schooling</b>	The highest school grade completed.
<b>In detail</b>	With more information.
<b>Individual personal history</b>	Life and achievements of a particular person
<b>Marital and immigration status</b>	State of affairs regarding marriage and immigration.

<b>Machine tool</b>	power-driven machine used to sharpen solid work.
<b>Personal background data</b>	Information about the history of one particular person.
<b>Personal information</b>	Information or knowledge about a particular person.
<b>Preliminary data</b>	Introductory or first information which will lead to something else.
<b>Prospective employer</b>	A possible employer.
<b>Resume</b>	A short written account of a person's career and qualifications.
<b>Status</b>	the condition of a person or thing in the eyes of the law.
<b>Succinct manner</b>	A way to express something clearly and to the point without wasting words.
<b>Work experience</b>	What has been learned by doing certain work.
<b>"You will never have a second chance to make the first impression"</b>	First impressions are very important. If you do not make a good impression upon first contact, it will be remembered.

### III. Teaching Suggestions

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some idea of the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on already learned vocabularies, grammatical structures and concepts in teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over the **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

## LESSON 5

### WRITING A RESUME

#### I. Objectives:

Upon the completion of this lesson, you should be able to:

1. gather and evaluate your personal background data, education, training, work experience and skills;
2. organize and summarize this personal information in a preliminary data sheet form;
3. prepare your own resume; and
4. understand the purpose of the resume and the necessity for it to be prepared properly and neatly.

#### II. Key Words and Their Laotian Translations

Accurate                      ລະອຽດລະອໍ່

Accurate records are important to good record-keeping.

Achieve (to)                ຫັນລຸຜົນ

He has achieved an outstanding research.

Advertising                ໂຄສນາ

Advertising one's business in the newspaper can be costly.

Alien                         ຄົນແປກຫນ້າ

Manuel was an alien when he first came to the U.S. but now he is a citizen.

Applicable to            ເຫມາະກັບ

The change does not affect me because it is not applicable to my situation.

Background                ພື້ນຖານ

See lesson #3

Citizen                      ສັນຊາດ

Are you a legal resident or a citizen of the U.S.A. ?

Collect (to)                ສະສົມ

The paper deliverer comes by every Friday to collect payment for the newspaper.

<b>Data</b>	ຂໍ້ມູນ	Lynn typed the <u>data</u> into the computer.
<b>Design (to)</b>	ອອກແບບ	Paul <u>designed</u> a flyer on his computer to advertise his business.
<b>Divorced</b>	ຢ່າຮ້າງ	Jill and Bob did not get along with each other ; they <u>divorced</u> in October.
<b>Emphasized (to)</b>	ເຫນັ້ນຫນັກ	To <u>emphasize</u> his point, the preacher spoke very loudly.
<b>Evaluate (to)</b>	ຕີຮາຄາ	Each year, my boss <u>evaluates</u> my work performance then tells me how I am doing.
<b>Gather (to)</b>	ລວມເອົາ	Barbara went to the library to <u>gather</u> information for her report.
<b>History</b>	ປະຫວັດ	Because Jim has a <u>history</u> of being fired, he will not likely be hired for the job.
<b>Immigration</b>	ການເຂົ້າເມືອງ	Applications for <u>immigration</u> can be very long and complicated.
<b>Impersonal</b>	ຄໍາເວົ້າລອຍໆ	Telephone conversation can be very <u>impersonal</u> so it is better to talk directly with her in her office.
<b>Legal</b>	ຖືກຕ້ອງ	It is not <u>legal</u> to drive while under the influence of alcohol.
<b>Level</b>	ສະດັບ	Her <u>level</u> of expertise is not high enough to fill that position.
<b>Logical</b>	ເຫດຜົນ	It is <u>logical</u> that Tim would become an engineer since he is so good in math.
<b>Manner</b>	ແບບຮູບ	John' s <u>manner</u> of dress says much about his personality.
<b>Marital</b>	ຄອບຄົວ	What is your <u>marital</u> status? Are you married, single, or divorce?
<b>Married</b>	ແຕ່ງງານ	Ginger and Felipe have been <u>married</u> for 18 years.

- Mention (to)** ອ້າງເຖິງ  
Joe mentioned that he would be arriving late to work today.
- Omit (to)** ກໍາລັດ  
When telling stories to children you should omit the scary parts.
- Organization** ອົງການ  
John works for Keystone which is a healthcare organization.
- Preliminary** ເບື້ອງຕົ້ນ  
Rachel won the preliminary race so now she will go to the finals.
- Presentation** ການສແດງບົດບາດ  
Jose's presentation was so good that he was invited to speak at the next meeting.
- Prospective** ອະນາຄົດ  
Jonathan sent his resume to five prospective employers.
- Recommend (to)** ແນະນຳ  
The Surgeon General strongly recommends that everyone not smoke.
- Resume** ບົດຮັດທັງ  
See lesson # 4
- Review** ການທວນຄືນ  
Our teacher gave us a review for tomorrow's test.
- Saying** ກ່າວໄວ້  
Benjamin Franklin coined the saying "a penny saved is a penny earned"
- Schooling** ການເລົ່າຮຽນ  
Good schooling which requires many years of learning can lead to a well-paid job.
- Shortcoming** ຂາດຕົກບົກຜ່ອງ  
One of my shortcomings is that I have a quick temper.
- Single** ໂສດ  
Tasha does not want to marry, she would rather stay single.
- Status** ສະຖິຕິ  
The interviewer may ask about your marital status.
- Strength** ເທື່ອແຮງ  
One of his strengths is that he can speak well in public.
- Style** ທ່າທາງ  
Her style of dress is bold and colorful.

Succinct                    ບັ້ນເຈົ້າ

Dr. Thompson always keeps his lectures succinct and to the point.

Summarize (to)           ຫຍັງໃຈຄວາມ

Please summarize your statement into a brief paragraph.

Summary                   ຈົ່ງຄວາມຫຍັງ

Mr. Smith's summary contained all his main points plus a few details.

Widowed                   ແມ່ຫມ້າຍ

She became widowed last spring when her husband died of a heart attack.

### III. Writing a Resume

A resume is a **summary** of an individual's personal history : education, skills and experience. The resume may capture an employer's attention or interest, which may lead to a job interview.

In addition to **personal information** such as name, address, telephone number, **marital status** (single, married, divorced, or widowed) and **immigration status** (American citizen, legal alien, etc. ), the resume is a summary of a person's history including information about his/her skills, educational background, **work experience** and what he/she has achieved in his/her life. It should be written in a **succinct manner**. It is a form of **advertising**, or selling oneself. In the case of a job search, the resume helps get the **prospective employer's** attention, and, hopefully, a job interview.

Because your resume represents you, keep it neat, specific and accurate. It should be typed. Remember the old but true saying, "You will never have a second chance to make a first impression."

There is no ideal length for the resume, but most people agree that it should be no more than two pages. Therefore, **emphasize your strength** and **omit your shortcomings** rather than try to explain them. **Mention your education in detail** because the employer is interested in your **highest level of schooling** and in any **courses of studies** that are directly applicable to the job you are seeking.

Two styles of **presentation** are recommended. First, what might be called an "impersonal present tense." For example, "supervising twenty-four clerks," "designing machine tools," "selling women's clothing," etc. This style requires the use of "-ing" at the end of the verb (to supervise/ supervising, to design/designing, to sell/selling, etc.). The second style requires the use of the past tense, for instance

"supervised twenty-four clerks," "designed machine tools," "sold women's clothing," etc.

Remember that writing a resume requires not only a review of your experience and education but also a clear and logical organization of the collected data. You will learn about yourself while going through this exercise and be better prepared to make a good presentation at the job interview. Finally, you should always bring at least one copy of your resume to a job interview.

#### IV. Phrases for Discussion

Be better prepared	ຕຽມຕົວໄທ້ດີ
Chance to make the first impression	ໂອກາດທີ່ ກໍ່ ໃຫ້ເກີດອຸດສົນ ໃຈ
Course of studies	ວິຊາທີ່ຮຽນ
Highest level of schooling	ຄະແນນດີເລີດໃນການຮຽນ
In detail	ລາຍລະອຽດ
Individual personal history	ປະຫວັດສາດສ່ວນຕົວ
Machine tool	ເຄື່ອງມືກົງຈັກ
Marital and immigration status	ສະຖິຕິຄວບຄົວແລະການເຂົ້າເມືອງ
Personal background data	ຂໍ້ມູນເດີມສ່ວນຕົວ
Personal information	ລາຍລະອຽດສ່ວນຕົວ
Preliminary data	ຂໍ້ມູນເດີມ
Prospective employer	ນາຍຮ້າງໃນຝັນ
Succinct manner	ຫ້ນເອົາແຕ່ສິ່ງສໍາຄັນ
Work experience	ງານທີ່ເຄີຍຊົມ
"You will never have a second chance to make the first impression"	ເຈົ້າຈະບໍ່ມີໂອກາດອີກເທື່ອໂທ່ມທີ່ເຮັດ ໃຫ້ເຂົາສົນ ໃຈ

## Sample Resume

Sam Nguyen

194 W. Tabor Road  
Philadelphia, PA 19120  
Telephone: (215) 555-1234

**Marital status:** Married with two small children.

**Immigration Status:** Legal alien with work permit.

**Objective:** Seeking an entry level position, one with growth and potential in a well-established business. I am applying for a full-time clerical position with benefits.

**Skills:** Filing, record keeping, and operation of office machines  
Computer literate/Typing 35 wpm

**Employment:** Office clerk 7/92 - 9/92  
Indochinese-American Center  
4936 Old York Road  
Philadelphia, Pa 19141  
(215) 457-0272  
Supervisor: Nick Burenstein

Assistant Clerk  
Career Education, Inc. 7/91 - 9/91  
5131 Market Street  
Philadelphia, PA 19103  
(215) 789-6666  
Supervisor: Elaine Lopez

**Education:** Olney High School  
Front Street and Duncannon Avenue  
Philadelphia, PA 19120  
Grades: 9-10

**Hobbies:** Playing sports, listing to music and reading.

**References:** Furnished upon request.

## V. Tests

### 1. Circle the best answer.

*Example:*

Personal background data:

- a. is the information about the employer.
- b. helps you to understand more about the employer.
- c. is the information about the history of one particular person. (Best Answer)
- d. indicates your interest in applying for a job.

#### 1.1. A resume is:

- a. a data sheet describing an individual's life and achievements.
- b. a summary of employment experience.
- c. a letter of job application.
- d. legal document used in the job search process.

#### 1.2. Why do you need a resume?

- a. To request information about job openings.
- b. To write a "thank-you" letter to a prospective employer.
- c. To answer all the questions during a job interview.
- d. To be used in the job search.

#### 1.3. What does your interviewer try to find out when he/she looks at your resume?

- a. Your abilities and skills.
- b. Your work experience
- c. Your educational background
- d. All of the above

#### 1.4. In the work experience or employment section, you should mention:

- a. Your supervisor's name.
- b. Address of your old company
- c. Your position at that company
- d. All of the above.

#### 1.5. Try to keep your resume neat, specific and accurate because

- a. it saves you money.
- b. it represents you.

- c. the employer wants to keep it for a long time.
- d. none of the above.

2. Fill in each of the following blanks with T (True/Correct) or F (False/Wrong).

*Example:*

Work experience does not necessarily help when you apply for employment. (F)

1. \_\_\_ A resume is a summary of your job experience only.
2. \_\_\_ If possible, resumes should be typewritten.
3. \_\_\_ Your zip code is part of your address.
4. \_\_\_ A resume is a business letter.
5. \_\_\_ A resume is not important in finding a job.
6. \_\_\_ A resume does not need to be neat.
7. \_\_\_ You should always bring your resume to a job interview.
8. \_\_\_ Resumes should be hand-written.
9. \_\_\_ You should list your relatives as references.
10. \_\_\_ Your resume is a reflection of your father's personal data sheet.
11. \_\_\_ Your resume should be well-organized.
12. \_\_\_ You should list all the members of your family in the resume.
13. \_\_\_ Your hobbies and interests are listed under your education.
14. \_\_\_ Under references, it is better to state "Available Upon Request" rather than listing many names.
15. \_\_\_ In your resume you should mention what you dislike.

3. Fill in each of the blanks on the left column with the best answer from the right column.

- |                       |   |
|-----------------------|---|
| 3.1. ___ status       | a. to announce; publicize; call attention to something. |
| 3.2. ___ data         | b. foreign; was not born in the country.                |
| 3.3. ___ shortcoming  | c. a brief report covering the main points.             |
| 3.4. ___ style        | d. to collect; bring together.                          |
| 3.5. ___ summary      | e. a woman whose husband has died.                      |
| 3.6. ___ advertise    | f. legal condition; position.                           |
| 3.7. ___ history      | g. facts; figures; information.                         |
| 3.8. ___ alien        | h. clear and brief.                                     |
| 3.9. ___ gather       | i. manner or way of expression in language.             |
| 3.10. ___ succinct    | j. an account of the past.                              |
| 3.11. ___ widow       | k. something you are very good at; force.               |
| 3.12. ___ strength    | l. weakness; needs to be improved.                      |
| 3.13. ___ accurate    | m. going to another country to live and work.           |
| 3.14. ___ immigration | n. has something to do with the law.                    |
| 3.15. ___ legal       | o. precise; correct.                                    |

# Teacher's Guide

## LESSON 6

### THE JOB INTERVIEW

#### I. Text Overview

In this lesson students will learn the basics of the job interview and how to conduct themselves in an interview.

The students will understand the importance of the interview and why a prospective employer places so much value upon such a meeting. Emphasis will be placed upon preparation, including the conversation to schedule the interview; obtaining the directions to the location of the interview; appearance, punctuality and preparation for the meeting.

In addition, students will learn the appropriate behavior expected of them during the interview and will develop skills to be able to respond comfortably to the interviewer.

Finally, students will learn the proper follow-up after an interview, either through a telephone call or a letter.

#### II. Key Words and/or Phrases for Discussion

<b>Attitude</b>	How you feel about yourself and people whom you come into contact with. A "good attitude," or "good feeling" helps make good impression.
<b>Clean shaven</b>	Hair cut neatly and beard or mustache shaved closely to the skin.
<b>Courteous</b>	Being cheerful, friendly and respectful, and also having manners. "Please," "Thank you," "You're welcome" and "Excuse me" are some examples of courteous words and expressions. Being courteous shows that you have a good attitude, and helps make a good impression.
<b>Do your best</b>	Try to do whatever you can to the best of your ability.
<b>Dress code</b>	What you should wear and what you should not wear.
<b>Extra-curricular activities</b>	Activities usually scheduled outside the curriculum and after school. Example: sports, club meetings, etc.
<b>Eye contact</b>	Looking straight into the eyes of the person you speak to.
<b>First impression</b>	People often form an immediate opinion about another person because of what they see in that person the first time. If, for example, a person is wearing dirty clothes the

	first impression may be that this person is dirty or untidy. Showing an employer that you are honest and considerate helps make a good "first impression."
<b>Follow-up action</b>	Action taken after completion of an event or task to <b>monitor</b> results for possible <b>corrective</b> action or support.
<b>Follow instructions</b>	Do exactly what you are told or instructed to do.
<b>Grooming</b>	The personal appearance or the look. In the job interview, grooming influences the first impression.
<b>Having manners</b>	Behaving well and being <b>respectful</b> to others.
<b>In person</b>	Physically present.
<b>Interviewing process</b>	The way the interview is <b>conducted</b> ; the different steps by which an interview is conducted.
<b>Job search process</b>	The process or steps by which the search for job is conducted.
<b>Pay scale</b>	The listing of different salaries or wages based on the position, length of service, <b>qualification</b> , etc.
<b>"Round-about"</b>	Not directly; talking about something else before going to the subject or question.
<b>Starting salary</b>	The salary that you will receive after you start working.
<b>To the point</b>	Directly.
<b>Well-groomed</b>	Good <b>appearance</b> in terms of dress and look. Being "well-groomed" helps make a good first impression.
<b>Well-prepared</b>	Ready and able to perform a certain task.

### III. Teaching Suggestions

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some idea of the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on already learned vocabularies, grammatical structures and concepts in teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over the **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

## LESSON 6

### THE JOB INTERVIEW

#### I. Objectives:

In this lesson, you will learn about the interviewing process, and upon completion of this lesson, you should be able to:

1. understand the importance of a job interview;
2. schedule an interview;
3. present yourself effectively;
4. respond to a variety of questions commonly asked during a job interview.

#### II. Key Words and Their Laotian Translations

**Appearance** ປະກົດຕົວ

It is important to have a clean and tidy appearance when going on a job interview.

**Argumentative** ຖືກຫຼົງ

Because he is argumentative, Joe is always in a fight.

**Attitude** ມີສັຍ

Ester had a positive attitude which made everyone like her.

**Be over (to)** ສໍາເຮັດ, ແລ້ວ

Be sure to shake hands when the interview is over.

**Benefit** ຜົນປະໂຫຍດ

One of the benefits of arriving early is that you will have time to meet important people.

**Bothersome** ລົບກວນ

He does not like the exercise because it is bothersome.

**Conduct (to)** ປະຕິບັດການແທນ

Because the interviewer is sick, Ann conducts the interview.

**Confidence** ຫມັ້ນໃຈ

Lee had a lot of confidence in his ability to do a good job.

**Considerate** ຟິວາຣະນາ

A considerate person will always ask how someone is doing.

- Corrective**                   ແກ້ໄຂໃຫ້ຖືກຕ້ອງ  
Dr. Rivera prescribed corrective shoes to make the baby's feet grow straight.
- Courteous**                   ມາຣະຍາດດີ  
A courteous person says "please" and "thank you".
- Curriculum**               ຫລັກສູດ  
His curriculum contains new classes such as computer and survival skills.
- Direction**                 ທິດທາງ  
Celia stopped the car to ask for the direction to Valley Forge.
- Disagree (to)**           ບໍ່ເໝາະສົມ  
Although Bill and Tom disagree about many things, they are still good friends.
- Document**               ເອກກະສານ  
A lease is a legal document.
- Duty**                       ຫນ້າທີ່  
It is every parent's duty to raise their children to respect authority.
- Encourage (to)**       ຊຸກຍູ້  
Felipe's parents always encouraged him to do his best.
- Extra-curricular**   ນອກຫລັກສູດ  
Extra-curricular activities such as sports and music are conducted after school.
- Favorite**                 ມັກຫລາຍກວ່າຫມູ່  
My niece sleeps with her favorite teddy bear every night.
- Follow-up (to)**       ຕິດຕາມ  
Jen calls the next day to follow up her job interview.
- Formal**                   ຕາມຮະບຽບ  
Since it was a formal dinner, Ted wore a tie and a suit.
- Full-time**               ງານເຕັມແປດຊົ່ວໂມງ  
Forty-hours of work a week is considered full-time.
- Grooming**               ສຸພາບຮຽບຮ້ອຍ  
Good grooming is an important social skill.
- Hobby**                   ງານອະດີເຣກ  
Paula's hobbies include singing, and horseback riding.
- Honestly**               ຊື່ສັດສຸດຈຳນິດ  
If you answer the questions honestly, you will not have to remember what you said.

- Instruction**            ການແນະນຳ, ການສັ່ງສອນ  
See lesson # 3
- Interrupt (to)**        ຕັດບົດ  
It is rude to interrupt while someone else is speaking.
- Interview (to)**        ສຳພາດ  
The boss will interview prospective candidates for the two job openings.
- Interviewee**           ຜູ້ຖືກສຳພາດ  
The person being interviewed is the interviewee.
- Interviewer**          ຜູ້ສຳພາດ  
The person doing the interviewing is the interviewer.
- Introduce**            ແນະນຳ  
Melanie introduced her fiancée to her mother.
- Monitor (to)**        ຕັກເຕືອນສັ່ງສອນ  
The children's parents monitored the TV so that they never watched violent programs.
- Opinion**              ແນວຄິດ  
In my opinion, the mayor is doing a good job.
- Opportunity**        ໂອກາດ  
See lesson #2
- Part-time**            ເຮັດການບໍ່ເຕັມແປດຊົ່ວໂມງ  
Anything less than 40 hours of work a week is part-time.
- Position**            ຫນ້າທີ່ການ  
The position I applied for is manager of the supermarket.
- Pronounce (to)**    ປະກາດ  
It shows respect if you make an effort to pronounce a person's name correctly.
- Pronunciation**      ການອອກສຳນຽງ  
Her students had good pronunciation although they still could not say all of the word
- Qualification**       ຄວາມເໝາະສົມ  
See lesson#4
- Quit (to)**            ລາອອກ  
Jeff quit his job after one week because he couldn't do the work.
- Reference**           ຜູ້ຮູ້ຈັກ, ພັກພວກ  
See lesson # 3

- Respectful**                    ເຕັມດ້ວຍຄວາມເຄົາລົບນັບຖື  
Respectful children know their manners and obey authority.
- Review (to)**                ທວນຄືນ  
 See lesson # 5
- Rush (to)**                  ສ້າວ  
 Because Sara rushed through her work, she did not do a good job.
- Schedule (to)**              ກຳນົດເວລາ  
 Dr. Ramirez scheduled the appointment for 3:00 PM.
- Slang**                        ພາສາຕະລາດ  
 "Yeah" is slang for "yes".
- Slouch (to)**                ນັ່ງບໍ່ຕົງ  
 One should sit straight, not slouch, during a interview.
- Spare (time)**                ເວລາອ່າງ  
 Belinda likes to play tennis in her spare-time.
- Straightforward**          ຕົງໄປຕົງມາ  
 A straight forward person will tell you what he or she thinks.
- Supervisor**                ຜູ້ດູແລ  
 Keidi' s supervisor gave her a big assignment to finish in a week.
- Well-groomed**              ແຕ່ງຕົວສຸພາບ  
 A well-groomed person commands respect from others.
- Well-prepared**              ພ້ອມແລ້ວ  
 Because he has spent a lot of time reading about the company, he is well-prepared for the job inyterview.
- Workplace**                ທີ່ທຳງານ  
 They do not allow smoking in their workplace.

### III. The Job Interview

#### A. What Exactly is a Job Interview?

A job interview is a formal meeting between the job applicant (the interviewee) and the employer (the interviewer). Usually, the meeting will last about twenty minutes or half an hour. Sometimes, it will last longer; sometimes it will be a little shorter. The interview is the most important part of the job search process.

For the employer, the interview is the best way to find out what the job applicant is really like. After reading the job applicant's resume and cover letter, and after looking over the job applicant's job application form, the employer finally gets to meet the job applicant **in person**.

For you, the job applicant, the interview is very important because it gives you an **opportunity** to meet the person for whom you may be working. The interviewer will ask a number of questions about your background: education, work experience, skills, interests, hobbies, etc. After having answered all of these questions or if you are **encouraged** by the interviewer to ask any questions you might have about the job, including wages or salary and **benefits**, you might do so. At the end of the interview, do not forget to show the interviewer how much you want the job and how well you will be able to serve the company.

## **B. Preparing for the Interview**

In order to **do your best** at the interview, you must prepare yourself before the actual meeting or interview.

First, when the interview is **scheduled**, write down the exact time of the meeting. Next ask for **directions** to the place where the meeting will be held. Even if you think you know where the location is, **double-check** it. Write down the directions correctly to be certain that you are going to the correct address.

In addition to the resume and the properly completed job application, ask the contact person if he/she wants you to bring any **additional documents**.

Finally, find out the name of the person who will interview you. Make sure that you know how to **pronounce** his/her name properly. If you are not sure of the name or the **pronunciation**, ask the person you are speaking with to repeat the name, and spell it out for you. Also ask about the title or **position** of the person you are going to see.

The day before the interview, **review** the time of the interview, the location, the name of the person you will be meeting, and any additional documents which you have been asked to bring with you. Make sure to fill out a job application form, if you have been asked to do so, and have all of the information ready, including the names and addresses of your **references**.

Also, make certain that you know exactly where the meeting will be and how you will get there. Are you going to drive or take a bus or train? Maybe somebody is going to take you there. Think about what clothes you will be wearing, so that during the meeting you will look **well-groomed** and **confident**. Your **appearance** is also very important.

### C. The Interview

Try and plan your day so that you will arrive at the interview about 5 or 10 minutes early. Arriving late or rushing in does not start the meeting off well.

When you finally meet the interviewer, **introduce** yourself and speak in a friendly but **respectful** manner. Do not use **slang** or **interrupt** the interviewer while he/she is speaking. Answer his/her questions **honestly** and with a voice which will make him/her believe that you want the job, and that you will be able to do well what will be asked of you. It is to your advantage to indicate that you are able to **follow instructions** from supervisors, and also to indicate that for you to have the **right attitude** in the **workplace** is very important. There may be more than one interviewer. In that case, try to answer all their questions.

After the interview, whether or not you like the interviewer or would like to work for the company, it is always a good practice to take some type of "**follow-up**" action. For example, if you were told to call back in a week, make certain to do just that. If you were told that someone would contact you, it would be a good idea to send a "thank you" letter to the interviewer. This letter will show the interviewer that you are interested in working for the company, and it will also keep your name fresh in their minds as they decide whom they will hire.

If you have followed all of the above suggestions, you should feel confident and be **well-prepared** for any question they may ask you at the interview. The following are some of the questions commonly asked during the job interview.

### D. COMMON INTERVIEW QUESTIONS

It will be very helpful if you look over these questions carefully, and think about how you would answer them well, to guarantee a successful job interview.

- "Why would you like to work for our company?"
- "Are you looking for a **full-time** or **part-time** position?"
- "Why do you think that you can do this job?"
- "Where have you worked in the past? Why did you quit those jobs?"
- "What were your **favorite** subjects in school? What were your least favorite subjects?"
- "Did you participate in any **extra-curricular** activities at school? If so, what were they?"
- "What would you like to do in five years? In ten years?"
- "Would you rather work alone or with others?"
- "What do you feel are your main strengths? What is your main weakness?"

- "What do you like to do in your spare time?"
- "What starting salary do you expect?"
- "Have you ever had any serious illnesses in the past?"
- "Do you smoke cigarettes?"
- "When can you begin to work?"
- "How did you become interested in this company?"
- "Are there any questions that you want to ask?"

#### IV. Phrases for Discussion

Clean shaven	ຫນ້າຕາສະອາດ
Do (to) one's best	ເຮັດດີທີ່ດຽວ
Do your best	ເຮັດສຳເລັດໄດ້
Double check (to)	ກວດຄືນໃຫມ່
Dress code	ຮະບຽບການນຸ່ງຖື
Extra-curricular activities	ຫນ້າກສູດນອກວິທິການ
Eye contact	ຈ້ອງຕາ
First impression	ເລີ້ມຕ້ອງຕາຕ້ອງໃຈ
Follow instructions	ບອກນອນສອນໄດ້
Follow-up action	ຕິດຕາມວິທິການ
Having manners	ມັບຖື
In person	ດ້ວຍຕົວເອງ
Interviewing process	ໂກ່ເກັ່ງການສຳພາດ
Job qualification	ເຫມາະສົມຕ່ຽງານ
Job search process	ວິທີຊອກຫາງານ
Pay scale	ຕາຕະລາງການວ່າຍເງິນ
"Round about"	ຮ້ອນແອ້ມ
Starting salary	ເງິນຄ່າຊົ່ວໂມງເມື່ອເລີ້ມທຳງານທຳອິດ
To the point	ຈຸດໃສ່ໃຈ

## V. TIPS FOR A SUCCESSFUL JOB INTERVIEW

In order to have a successful job interview, you should remember:

- \* to fill out the job application as completely and as neatly as possible.
- \* to bring your resume with you and attach it to the job application.
- \* to bring a small notebook and a pen with you to take notes.
- \* to go to the interview alone. If someone drives you to the interview, ask him/her to wait for you outside.
- \* that smoking, or using any type of tobacco product, or chewing gum during the interview does not give a good impression.
- \* that appropriate dress, being clean shaven and having neatly combed hair give a good first impression. Dress appropriately for the job interview and ask about the company's dress code when you schedule the interview.
- \* that body smell, including bad breath and certain perfumes, can turn off the interviewer and give him/her a bad "first impression" of you.
- \* that if you are standing, stand up straight. If you are sitting, sit up straight. Do not slouch.
- \* that crossing the legs, fidgeting around or moving too much can be bothersome to the interviewer.
- \* that whenever you speak to the interviewer, look directly at the interviewer and try to maintain eye contact.
- \* to speak clearly and with a pleasant voice.
- \* to answer all questions in a straightforward manner and to the point. Do not give "round-about" answers. Answer each question directly and as truthfully as possible.
- \* that if you disagree with the interviewer, do not express your disagreement, and do not be argumentative.
- \* to ask the interviewer to explain, if you do not understand anything that he/she says.

- \* that when the interviewer gives you an opportunity to ask questions, do ask about the exact duties, working hours, pay scale, benefits, or any questions you wish to ask.
- \* that after the interview is over, thank the interviewer for his/her time, and ask when you can expect to hear from him/her about the results of the interview.

### SAMPLE OF A THANK-YOU LETTER

January 1, 1993

Mr. Jack Smith  
 Personnel Director  
 Sporting Goods, Inc.  
 20 Shippers Avenue  
 Philadelphia, PA 19132

Dear Mr. Smith:

I really appreciate the interview that you gave me on Thursday, December 24, 1992. I now have a much better understanding of the type of business Sporting Goods, Inc. does and the kind of work I will be doing for your company. I am certain that I will enjoy working for your company.

Thank you for your time and consideration. I hope I will hear from you soon concerning your decision about the position I was interviewed for.

Very truly yours,

Sin Chhay

### VI. Tests

1. Fill in each of the following blanks with T (True/Correct) or F (False/Wrong).

*Example:*

The dress you wear for the job interview can be important. (T)

- 1.1. \_\_\_\_ You will make a good first impression if you are shy when you introduce yourself.

- 1.2. \_\_\_ The interviewer might think that you have something to hide if you do not look straight into his/her eyes.
- 1.3. \_\_\_ A good first impression helps make the job interview successful.
- 1.4. \_\_\_ Grooming is not really important. An interviewer does not necessarily care how you look.
- 1.5. \_\_\_ It does not matter if you are late for the interview.
- 1.6. \_\_\_ You should not ask any questions at the job interview.
- 1.7. \_\_\_ The job interview is the most important part of the job search process.
- 1.8. \_\_\_ You should interrupt the interviewer if you wish to argue with him/her.
- 1.9. \_\_\_ Preparation for the job interview helps make it a success.
- 1.10. \_\_\_ It is always a good idea to bring a copy of the resume to the job interview.

2. Complete each of the sentences, using the best words or phrases below:

introduce	training in computers	eye contact
a degree	extra-curricular activities	well-groomed
"round-about"	pay scale	follow-up
starting salary	well-prepared	to-the-point
confidence	benefits	appearance

*Example:*

At the job interview you should always maintain \_\_\_\_\_.  
(eye contact)

- 2.1. \_\_\_\_\_ and \_\_\_\_\_ are examples of qualifications.
- 2.2. When you \_\_\_\_\_ yourself, you must tell the interviewer your name.
- 2.3. If you spend time to get ready for the job interview, you will be \_\_\_\_\_ for it.
- 2.4. Job interviewers do not seek \_\_\_\_\_ answers, therefore you should answer their questions \_\_\_\_\_.
- 2.5. \_\_\_\_\_ are what you do outside the classroom and usually after school such as sports.

- 2.6. Being \_\_\_\_\_ and having a good \_\_\_\_\_ helps make a good impression at the job interview.
- 2.7. The \_\_\_\_\_ is what you will be paid when you start working.
- 2.8. The \_\_\_\_\_ tells you different salaries or wages based on qualifications, length of service and training, etc.
- 2.9. Besides salaries, you might ask the job interviewer the \_\_\_\_\_ you will receive for the job you are applying for.
- 2.10. \_\_\_\_\_ makes you feel good and comfortable with yourself.

3. Circle the best answer.

*Example:*

In a job interview, the interviewee is:

- a. a list of questions.
- b. the person who is interviewed. (Correct answer)
- c. the prospective employer.
- d. the reference.

3.1. A job interview is a formal meeting between:

- a. the applicant and the counselor.
- b. the applicant and the prospective employer.
- b. the applicant and his friend who helps him get a job.
- c. the applicant and the representative of the newspaper.

3.2. The job interview is:

- a. the most important part of the job search process.
- b. the opportunity for the employer to find out what the job applicant is really like.
- c. a good opportunity for the applicant to impress the employer.
- d. all of the above.

3.3. At the interview the interviewer will:

- a. ask questions about your personal life.
- b. ask questions about your educational background, skills and work experience.

- c. ask questions about your family and friends.
  - d. ask questions about your country.
- 3.4. Before the job interview:
- a. you should read your resume.
  - b. you should practice speaking English.
  - c. you should prepare yourself for the interview.
  - d. you should tell your friends about the interview.
- 3.5. The job interview gives the applicant a good opportunity:
- a. to meet a nice employer.
  - b. to meet the person you may work for later.
  - c. to improve your English.
  - d. request whatever you want.
- 3.6. For the interview, it is okay to:
- a. be late for the interview.
  - b. dress yourself any way you want.
  - c. smoke a cigarette.
  - d. none of the above.
- 3.7. At the interview, you may:
- a. ask questions about the job you are applying for.
  - b. ask questions about the salary and benefits.
  - c. ask any questions about the expectations of the company.
  - d. all of the above.
- 3.8. It is always a good idea to:
- a. take some type of follow-up actions.
  - b. indicate to the interviewer that you have no problem getting a job.
  - c. tell the interviewer that you do not really need a job.
  - d. interrupt the interviewer whenever you want.
- 3.9. As a preparation for the job interview and if it is possible, you should:
- a. find out the name of the interviewer.
  - b. learn to pronounce the name of the interviewer.
  - c. ask the title of the interviewer.
  - d. all of the above.

3.10. Before the job interview, the prospective employer may ask you:

- a. to bring additional documents.
- b. to fill out a job application.
- c. to bring the names and addresses of references.
- d. all of the above.

## VII. Student Interview Evaluation

In this exercise, as the students and the instructor act out an interview, the students are asked to judge their fellow student's performance on a scale of 1 to 5, with 1 being the lowest possible score and 5 the best score.

- \_\_\_\_\_ 1. Was the applicant dressed neatly?
- \_\_\_\_\_ 2. Was the applicant on time or was he/she late for the interview?
- \_\_\_\_\_ 3. Did the applicant speak to the receptionist or the secretary to let someone know they he/she had arrived for the interview?
- \_\_\_\_\_ 4. Did the applicant have the necessary documents for the interview such as his/her diploma, school transcript or resume'?
- \_\_\_\_\_ 5. Did the applicant have confidence in his or herself?
- \_\_\_\_\_ 6. Was the applicant courteous?
- \_\_\_\_\_ 7. Were all of the questions asked by the interviewer answered promptly and accurately by the applicant?
- 8. Did the applicant interrupt the interviewer?
- \_\_\_\_\_ 9. Did the applicant thank the interviewer at the end of the interview?
- \_\_\_\_\_ 10. Did the applicant say good-bye to the interviewer, and the other people in the office?

Other comments:

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# Teacher's Guide

## LESSON 7

### SOCIAL SECURITY AND COMPLETING THE W-4 FORM

#### I. Text Overview

In this lesson, students will examine the basic rules governing social security, and how to complete the necessary forms associated with the social security laws.

Students will also learn about the benefits offered by the system, and how to complete an application requesting a social security number if they do not have one.

Thereafter, students will examine the W-4 tax withholding form which must be completed before they start a new job. An explanation of the actual form and the various words or phrases found on the form will be presented. Students will then practice how to complete this form. Furthermore, discussions will focus on the various decisions which must be made by an individual before completing the form and the impact it will have on his/her net pay.

#### II. Key Words and/or Phrases for Discussion

<b>As soon as possible</b>	As quickly as you can; without hesitation.
<b>Account</b>	Record of business transactions
<b>Bank account</b>	A bank record of deposits and withdrawals
<b>Cash benefit</b>	Assistance by payment of money.
<b>Eligibility</b>	Qualification; fitness; acceptability.
<b>Health insurance trust fund</b>	An account set up to provide health care benefits.
<b>Internal Revenue Service (IRS)</b>	A federal government agency that collects income and social security taxes.
<b>On behalf (of)</b>	In the name of; as a representative of; for.
<b>Social security</b>	Benefits provided by society.
<b>Social Security Administration</b>	A federal government agency in charge of social security.

**Social security account**

A record of social security contributions of an individual.

**Take-home money/pay**

The amount of money one brings home after taxes.

### **III. Teaching Suggestions**

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some idea of the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on already-learned vocabularies , grammatical structures and concepts in teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over the **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

LESSON 7  
SOCIAL SECURITY  
AND  
COMPLETING THE W-4 FORM

**I. Objectives:**

Upon completion of this lesson, you will be able to understand:

1. the social security system in the United States;
2. the eligibility for social security benefits;
3. the tax withholding process;
4. how to fill out the tax withholding form known as the W-4 form;

**II. Key Words and Their Laotian Translations**

**Account**                      ຫຸ້ນຊື່ການເງິນ  
I have no money in my bank account.

**Administer (to)**          ຜູ້ບໍລິຫານ  
The teacher administered the new test this morning.

**Allowance**                      ການອະນຸຍາດໃຫ້  
Allowances are permitted on certain expenditures for tax return purposes.

**Benefit**                          ຜົນປະໂຫຍດ  
One of the benefits of exercise is a trim and healthy body.

**Bill**                                ກົດລະບຽບ  
We will have to pay more taxes because of the new tax bill passed by the Congress.

**Circumstance**                ສພາບການ  
The single mother's circumstances are difficult so she needs public assistance.

**Claim (to)**                      ຫາມາຍເງິນ  
You can claim your travel expenditures.

- Collect (to)** ສະສົມ  
The newspaper carrier comes every week to collect payment.
- Contribute (to)** ທາມ  
Each person contributed \$25.00 to our charity drive.
- Contribution** ການໃຫ້ທາມ  
CoreStates Bank made a large contribution to the school project.
- Credit (to)** ເຊື່ອຖື  
The bank made a mistake, so they credited the amount to my account.
- Dependent** ຜູ້ຂຶ້ນກັບ (ເຊັ່ນລູກແລະເມັງ)  
Although the children are grown, they are still dependent on their parents.
- Deposit** ເອົາເງິນເຂົ້າ, ມັດວ່າ  
Today, Blanche made a deposit of \$400.00 to her bank account.
- Disabled** ພິການ  
That man is considered disabled because he could not walk.
- Earn** ຜູ້ມີລາຍໄດ້  
Joe works full-time and is the income earner in his family.
- Earning** ລາຍໄດ້  
Jim puts his weekly earnings directly into the bank.
- Eligibility** ການມີສິດໄດ້ຮັບ  
Eligibility for public assistance is based on income and number of people in the family.
- Eligible** ມີສິດໄດ້ຮັບ  
To be eligible for the prize, you must 18 or over.
- Exception** ການຍົກເວັ້ນ  
Because nothing is 100% sure, there is always an exception to the rule.
- Expense** ຄ່າໃຊ້ຈ່າຍ  
Since Bill lived far from work, his biggest expense was gas for his car.
- Federal** ຮັດທາງກາງ  
The federal government is based in Washington ,D.C.
- Fund** ກອງທຶນ  
The organization raised \$10,000 for its scholarship fund.
- Health** ສຸຂະພາບ  
Alma's health is not good, she needs to go to the hospital.

**Identification**      ຫນັງສືຢັ້ງຢືນ

A drivers' license is a good piece of identification.

**Income**              ລາຍໄດ້ປະຈຳປີ

A person with a college degree should be able to earn a good income.

**Insurance**          ປະກັນພັຍ

The insurance company paid for my back operation.

**Legal**                ຖືກຕ້ອງ

See lesson #5

**Medical**             ສຸຂພາບ

Because of her back problems, Marie is on medical leave from work.

**Payroll**             ຜແນກວ່າຍເງິນຄ່າຈ້າງ

Her company had only a few employees, so the payroll was small.

**Portion**             ພາກສ່ວນ

The title should go on the top portion of the page.

**Spouse**             ຜົວຫລືເມັ່ງ

The person you are married to is your spouse.

**System**             ຣະບົບ

IBM makes complicated computer systems.

**Trust**                ໂຮ້ງໃຈ

Every year his parents put money in a trust fund for him to use when he becomes an adult.

**Withhold**          ຫັກອອກໂຮ້ງ

The city government withholds income taxes of all those who work and earn money in the city.

### III. The Social Security System and the W-4 Form

#### A. THE SOCIAL SECURITY SYSTEM

During the working years, practically every American with an income has to pay the social security tax. His/her employer also has to pay the same amount of tax on his/her behalf. The United States government agency which collects and deposits this tax in special funds is the Internal Revenue Service, commonly known as the IRS. The benefits generated from the funds will be paid to the taxpayer and/or his/her family at a later day when they become eligible. The more the taxpayer contributes during the working years, the bigger the monthly cash benefit will be.

The following are some of the circumstances in which the person will be eligible for social security benefits:

1. when he/she is retired at 62 years of age or older;
2. when he/she becomes **disabled** and can no longer work;
3. when he/she dies. In this case, his/her eligible family members (spouse and children under the age of 18) will collect the benefits.

The purpose of social security benefits is to replace part of the lost earnings and help support the eligible individual(s). The **Social Security Administration**, a federal agency, decides the **eligibility** and administers the social security funds.

One portion of the contribution the working person makes goes into a separate **health insurance trust fund**. This fund will help pay health care costs such as hospital bills, doctors' bills and other medical expenses.

## **B. THE W-4 FORM or EMPLOYEE'S WITHHOLDING ALLOWANCE CERTIFICATE**

When you begin to work at a new job, you will always be asked to fill out a W-4 form, or the Employee's Withholding Allowance Certificate. This legal form will enable your new employer to **withhold** from your pay the appropriate monies for social security and income taxes that every income **earner** in the United States has to pay. There are **exceptions**. The amount of money which is deducted from the pay will be recorded with the government using your social security number. The social security portion of the tax withholding will be used to pay social security benefits to the taxpayer or his/her family later on.

If you do not have a social security number, you should apply for it as soon as possible. But why must you have such a number?

Once you have applied for and received your social security number, this number will stay with you until you die. Everywhere you work, the employer will ask you to fill out the W-4 form which requires, among other things, your social security number. In this way, when your employer deducts social security tax from your **earnings**, it will be **credited** to your **social security account**. This account is identified by your social security number. The social security number can also be used as an **identification number (ID)** in many situations, such as payroll, school registration, bank account, etc.

It is also very important that you complete and understand the W-4 form properly. Your **take-home money** (earning after all taxes) depends on how many **dependents** or **allowances** you claim on the W-4 form. Generally, the more dependents you claim, the more money you will receive in your paycheck.

However, be certain that the number of dependents is correct, because if you have made a mistake on this form, the government may require you to pay an additional amount of tax to correct a mistake you have made. If you cannot or do not know how to fill out the W-4 form, get help from your employer, teacher, counselor, relative or friend.

The following is a copy of the W-4 form for your study and practice:

<b>Form W-4</b> Department of the Treasury Internal Revenue Service		<b>Employee's Withholding Allowance Certificate</b> ▶ For Privacy Act and Paperwork Reduction Act Notice, see reverse.		OMB No. 1545-0010 <b>1993</b>	
1 Type or print your first name and middle initial			Last name		2 Your social security number
Home address (number and street or rural route)			3 <input type="checkbox"/> Single <input type="checkbox"/> Married <input type="checkbox"/> Married, but withhold at higher Single rate. <i>Note: If married, but legally separated, or spouse is a nonresident alien, check the Single box.</i>		
City or town, state, and ZIP code			4 If your last name differs from that on your social security card, check here and call 1-800-772-1213 for more information . . . . ▶ <input type="checkbox"/>		
5 Total number of allowances you are claiming (from line G above or from the worksheets on page 2 if they apply) . . . . .					5
6 Additional amount, if any, you want withheld from each paycheck . . . . .					6 \$
7 I claim exemption from withholding for 1993 and I certify that I meet ALL of the following conditions for exemption: <ul style="list-style-type: none"> <li>• Last year I had a right to a refund of ALL Federal income tax withheld because I had NO tax liability; AND</li> <li>• This year I expect a refund of ALL Federal income tax withheld because I expect to have NO tax liability; AND</li> <li>• This year if my income exceeds \$600 and includes nonwage income, another person cannot claim me as a dependent.</li> </ul>					
If you meet all of the above conditions, enter "EXEMPT" here . . . . . ▶ 7					
Under penalties of perjury, I certify that I am entitled to the number of withholding allowances claimed on this certificate or entitled to claim exempt status.					
Employee's signature ▶				Date ▶ , 19	
8 Employer's name and address (Employer: Complete 8 and 10 only if sending to the IRS)			9 Office code (optional)	10 Employer identification number	

Cat. No. 102200

### IV. Phrases for Discussion

- |                                |                       |
|--------------------------------|-----------------------|
| As soon as possible            | ໄວເທົ່າທີ່ໄວໄດ້       |
| Bank account                   | ບັນຊີເງິນໃນທະນາຄານ    |
| Cash benefit                   | ກຳໄລເງິນສົດ           |
| Health insurance trust fund    | ກອງທຶນປະກັນພັຍສຸຂະພາບ |
| Internal Revenue Service (IRS) | ທ້ອງຖານພາສີພາຍໃນ      |
| On behalf of                   | ໃນນາມ                 |
| Social Security Administration | ຜແນກສັດຕິການສັງຄົມ    |

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Social security account

ບັນຊີສັດຕິການສັງຄົມ

Social security

ສັດຕິການສັງຄົມ

Take-home money

ເງິນທີ່ເຫລືອເມື່ອປ້ານ

## V. Tests

### 1. Circle the best answer.

*Example:*

Take-home money:

- a. is the money you earn before taxes.
- b. is your monthly salary.
- c. includes social security contribution.
- d. is the amount of money after all taxes and contributions have been deducted. (Best answer)

#### 1.1. Practically every American with an income:

- a. can buy a house.
- b. is lucky to have a job.
- c. must thank the employer for the job.
- d. must pay social security tax.

#### 1.2. The employer has to:

- a. pay the same amount of social security tax as the employee.
- b. collect the social security tax **on behalf of** the government.
- c. pay social security tax to the IRS.
- d. all of the above.

#### 1.3. The IRS is:

- a. an employment agency.
- b. a federal agency.
- c. a state agency.
- d. a local agency.

#### 1.4. The IRS stands for:

- a. International Revenue Service.
- b. International Reference Service.
- c. International Reading Society.
- d. Internal Revenue Service.

1.5. A person becomes eligible for social security benefits:

- a. when he is retired at the age of 62.
- b. at the age of 62.
- c. when he does not want to work.
- d. when he applies for it.

1.6. The Social Security Administration is:

- a. a part of the IRS.
- b. a federal agency which administers the social security funds.
- c. employed by your employer.
- d. all of the above.

1.7. The Social Security Administration:

- a. decides the eligibility for social security benefits.
- b. decides the amount of income tax of the employer.
- c. decides how much you have to pay for your income tax.
- d. administers federal income tax.

1.8. The W-4 Form:

- a. contains information about jobs.
- b. is the employer's withholding allowance certificate.
- c. is the employee's withholding allowance certificate.
- d. none of the above.

1.9. Your social security tax withholding:

- a. will be used to pay social security benefits to you when you become eligible.
- b. will be used to pay social security benefit to the employer.
- c. is necessary because the federal government needs money to pay for its services.
- d. all of the above.

1.10. The W-4 form determines:

- a. your income after tax.

- b. how much your employer has to pay you every month.
- c. when you will receive social security benefits.
- d. how often your employer pays you.

2. Fill in each of the blanks with the best word below.

claim  
withhold  
social security  
benefits  
identification  
contribute  
credited

earnings  
dependents  
collects  
disabled  
insurance  
legal  
payroll

*Exemple:*

The employer has to \_\_\_\_\_ to the social security fund of each of its employee. (contribute)

- 2.1. Your take home pay depends on how many \_\_\_\_\_ or allowances you \_\_\_\_\_.
- 2.2. The Internal Revenue Service \_\_\_\_\_ the tax withholdings from the employer and deposits the \_\_\_\_\_ tax in special funds.
- 2.3. Your employer will \_\_\_\_\_ from your pay the appropriate amount of money for social security and income taxes.
- 2.4. Your employer will deduct social security tax from your \_\_\_\_\_.
- 2.5. When you retire at 62 years of age or older, or if you become \_\_\_\_\_ and can no longer work, you may receive \_\_\_\_\_ from Social Security.
- 2.6. Income earners have to \_\_\_\_\_ to Social Security funds for future benefits.
- 2.7. Health \_\_\_\_\_ is used to pay for health care costs.
- 2.8. The W-4 form is a \_\_\_\_\_ form.
- 2.9. Your social security tax is \_\_\_\_\_ to your social security account.
- 2.10. If you work for a company and get pay, you are on its \_\_\_\_\_.

3. Fill in each of the blanks on the left column with the best answer on the right column.

- |                      |   |
|----------------------|---|
| 3.1. ___ spouse      | a. husband or wife.   |
| 3.2. ___ administer  | b. payments or services provided in case of disability, sickness or retirement. |
| 3.3. ___ eligible    | c. something to do with the central government.                                 |
| 3.4. ___ income      | d. to place money in a bank.  |
| 3.5. ___ deposit     | e. cost.  |
| 3.6. ___ expense     | f. to be in charge or manage.   |
| 3.7. ___ payroll     | g. based on the law.  |
| 3.8. ___ benefits    | h. to pay for a purpose such as social security tax.                            |
| 3.9. ___ account     | i. qualified.   |
| 3.10. ___ federal    | j. money earned.  |
| 3.11. ___ contribute | k. list of employees receiving wages or salaries.                               |
| 3.12. ___ legal      | l. a bank record of deposits and withdrawals.                                   |
| 3.13. ___ disabled   | m. request; ask for.  |
| 3.14. ___ IRS        | n. a federal government agency collecting taxes.                                |
| 3.15. ___ apply for  | o. unable to work or perform certain tasks.                                     |

# Teacher's Guide

## LESSON 8

### READING THE W-2 STATEMENT

#### I. Text Overview

In this lesson, students will examine the W-2 statement and the information it contains.

Initially, students will learn about the general purpose of the W-2 statement and its relationship to the student's paycheck. Thereafter, students will examine specific numbered boxes to understand the figure in each box, and determine if the deductions from the paychecks throughout the year are properly summarized on the W-2 statement.

#### II. Keys Words and/or Phrases for Discussion

<b>Earnings</b>	Income, what you make on your job or business.
<b>Employer's Identification Number (EIN)</b>	This number is given to each employer for identification purposes.
<b>F.I.C.A.</b>	Federal Insurance Contributions Act which requires contributions from employees and employers for social security benefits.
<b>Internal Revenue Service (Also known as the I.R.S.)</b>	A federal agency in charge of collecting income and social security taxes.
<b>Medicare</b>	Health care program paid for by the U.S. government.
<b>Medicare benefits</b>	Health care benefits provided by the U.S. government.
<b>Non-taxable</b>	You do not have to pay tax.
<b>On your behalf</b>	In your name and for you.
<b>Pension plan</b>	A plan of contributions for the purpose of retirement.
<b>Salary vs. wages</b>	Salary is usually calculated on a monthly or yearly basis, but wages are paid on an hourly basis.
<b>Special purposes</b>	Specific reasons
<b>Tax return</b>	The declaration of income, expenses and deductions for tax purposes. Each individual with an annual income exceeding a certain amount of money has to file the tax return each year. The deadline for filing the tax return is April 15. Filing after this date is subject to heavy penalty and interest.

<b>Title</b>	Name; headline.
<b>Unemployment compensation</b>	The benefit received as a result of unemployment.
<b>W-2 Wage and Tax Statement</b>	A summary of earnings and deductions for one year from January 1 to December 31.

### III. Teaching Suggestions

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some ideas about the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on already learned vocabularies, grammatical structures and concepts in teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over the **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

## LESSON 8

### READING THE W-2 STATEMENT

#### I. Objectives:

In this lesson you will examine the **W-2 Wages and Tax Statement**, known as the **W-2 form** or **W-2 statement**, and upon completion of the lesson you should be able to:

1. Understand the purpose of the W-2 statement;
2. Understand the information on the W-2 statement;
3. Know what to do with the 4 copies of the W-2 statement that you receive from your employer every year.

#### II. Key Words and Their Laotian Translations

**Compensation** ເງິນຊົດເຊີຍ

Gwen expected to receive **compensation** for the extra hours that she worked.

**Deduct (to)** ຫັກອອກ

The government **deducts** a good percentage of every person's paycheck for tax purposes.

**Earning** ລາຍໄດ້

See lesson #7

**Education** ການສຶກສາ

A good **education** leads to a good job.

**Examine (to)** ສອບຖາມ

Dr. Green **examined** the patient's broken arm.

**F.I.C.A.** ພາສີສັດຕິການສັງຄົມ

**F.I.C.A.** stands for Federal Insurance Contribution Act which deals with social security.

**File (to)** ເອກກະສານທີ່ເກັບໄວ້

Every year, every working citizen must **file** a tax form with the IRS.

**Income** ລາຍໄດ້ປະຈຳປີ

See lesson #7

**Insurance**           ປະກັນພັຍ

See lesson #7

**Medicare**           ຮົງການຂອງຮັດຖຸບານທີ່ຕ້ອງເສັງຄ່າໂຮງຫມໍໃຫ້

Joe's grandparents receive Medicare which pays their medical bills.

**Pension**           ເປັ້ງບໍານານ

My grandfather received a good pension after he retired from his job.

**Purpose**           ຄວາມມັ່ງຫມາຍ

The purpose of the letter was to inform us of her decision.

**Record**           ບັນທຶກ

My doctor's office has a file of all of my medical records.

**Retirement**       ການຮອກກິນເປັ້ງບໍານານ

Many people look forward to retirement on their 65th birthday.

**Subject**           ຫົວຂໍ້

Andrea's favorite subject in school is science.

**Switch (to)**       ປຸ່ນ

Nora switched a chicken for the turkey and hoped that nobody would notice.

**Taxable**           ຕ້ອງເສັງພາສີ

You only have to pay the sale tax on taxable items such as bicycles and toys.

**Tip**               ເງິນພິເສດ

It is customary to leave a tip equivalent to 15% of your bill for the waitress.

**Title**             ຫນ້າທີ່ການ

Her title at work is Senior Vice-President.

**Unemployment**   ວ່າງງານ

Because Mark cannot find a job, he has been collecting unemployment checks.

**Withhold (to)**   ຫັກອອກໄວ້

See lesson #7

### III. Reading the W - 2 Form

As you have already learned, each time you are paid, your employer is required to **withhold** certain taxes from your paycheck. These taxes are based upon the information you provided on your W-4 form. They include the withheld taxes known as **F.I.C.A** (social security tax), federal tax, state tax and local tax (city, town, etc.). **On your behalf**, the employer then has to pay these taxes to different

government agencies: the social security, Medicare and federal taxes go to the Internal Revenue Service, a federal agency also known as the I.R.S.; the state tax goes to the state and the city tax to the city. But at the end of each year it would be very difficult to remember how much money your employer has deducted from your paychecks, especially if you switch jobs.

The **W-2 Wage and Tax Statement** commonly known as the **W-2 form** is the form which shows all the deductions. The law requires each of your employers (if you work for more than one employer) to give you a **W-2 form** by the end of January each year. Among other things, this form contains the name of your employer, your name, your social security number and your address. On this **W-2 form** your employer also provides you with all of the important information about how much you were paid during the past year and how much your employer deducted from your earnings for different taxes (social security, Medicare, federal, state, local, etc.).

Your employer must give you more than one copy of the **W-2 form**. This is because when you file your tax returns you must send, along with these returns, one copy to the I.R.S., one copy to the state government and one copy to the local government such as the city or the town where you work. Finally, one of the copies will be for your records.

You will also notice different dollar amounts listed in different boxes on the form. The title of each box tells you what the amount is for.

**Box #10, titled wages, tips, and other compensation**, represents the total amount of your income for the year. To get the total withholdings, you add the following boxes: **Box (9) Federal income tax withheld**, **Box (11) Social security tax withheld**, **Box (15) Medicare tax withheld**, **Box (18) Other**, **Box (24) State income tax**, and **Box (27) Local income tax withheld**. **Box (12) Social security wages** tells you the amount of your earnings that is taxable for social security benefits. **Box (14) Medicare wages and tips** lists the amount of earnings that is taxable for Medicare benefits. Please notice that the amount listed in **Box (21) Local wages, tips, etc.** is not necessarily the same as the amount listed in box (10) because a certain amount of money from your income has been withheld by your employer for special purposes such as your pension plan or health insurance. This withheld money is non-taxable. The following is a sample of the **W-2 form** for you to examine:

1 Control Number		OMB No. 1545-0008				
2 Employer's Name, Address, and ZIP Code			3 Employer's Identification Number		4 Employer's State Number	
			5 Stat. Employee <input type="checkbox"/>	6 Deceased <input type="checkbox"/>	7 Legal Rep. <input type="checkbox"/>	
			8 MZ Emp <input type="checkbox"/>	9 Subtotal <input type="checkbox"/>	10 Void <input type="checkbox"/>	
			11 Allocated Tips		12 Advance EIC Payment	
13 Employer's Social Security Number		14 Federal Income Tax Withheld	15 Wages, Tips, Other Compensation		16 Social Security Tax Withheld	
17 Employer's Name, Address, and ZIP Code			18 Social Security Wages		19 Social Security Tips	
			20			
21 State Income Tax		22 State Wages, Tips, Etc.		23 Name of State		
24 Local Income Tax		25 Local Wages, Tips, Etc.		26 Name of Locality		

Form W-2 Wage and Tax Statement  
16-2515832 APP. 8/84

Copy 1 To be filed with employee's FEDERAL tax return  
This information is being furnished to the Internal Revenue Service  
Department of the Treasury  
Internal Revenue Service

#### IV. Phrases for Discussion

Employer's Identification Number (EIN)	ເລກປະຈຳຕົວບໍລິສັດນາຍຮ້າງ
F.I.C.A.	ພາສີສັດຕິການສັງຄົມ
Internal Revenue Service (IRS)	ຫ້ອງການພາສີພາຍໃນ
Medicare benefit	ຜົນປະໂຫຍດທີ່ໄດ້ຈາກອົງການຮັກສາພາຍທີ່ເສັຽຄ່າຫມໍ
Non-taxable	ບໍ່ຕ້ອງເສັຽພາສີ
On your behalf	ໃນນາມເຈົ້າເອງ
Pension plan	ໂຄງການເບັ້ງບໍານານ
Salary vs wages	ເຈົ້າເງິນເຕືອນຫລືເງິນຊົ່ວໂມງ
Special purposes	ຄວາມຮຸ່ງຫມາຍພິເສດ
Tax return	ເງິນພາສີສັງຄົມ
Unemployment compensation	ເງິນຊົດເຊີຍວ່າງງານ
W-2 Wage and Tax Statement	ໃບຢັ້ງຢືນລາຍໄດ້ແລະໃບຢັ້ງຢືນພາສີ

#### PRESENTATION OF THE W-2 FORM

The employee must include a copy of the W-2 form when he/she mails his tax return to the IRS and to the state or to the local government. Also he/she keeps

one copy for himself/herself. On the W-2 form, one finds important information printed in numbered boxes (all W-2 forms from all employers are numbered in the same way). The following is the discussion of the most important boxes:

- Box 2:       Employer's Name, Address, and Zip Code
- Box 3:       **Employer's Identification Number** - Every employer must have an identification number. This number is given by the IRS.
- Box 5:       Employee's Social Security Number
- Box 9:       **Federal Income Tax Withheld** - The taxes taken out of the employee's income and paid directly to the IRS.
- Box 10:      **Wages, Tips, Other Compensation** - The total amount of money earned by the employee.
- Box 11:      **Social Security Tax Withheld** - The taxes taken out of the employee's income to pay social security benefits and support insurance programs for people 65 and older.
- Box 12:      **Social Security Wages** - The maximum amount of the employee's income that can be taxed to pay for social security benefits.
- Box 14:      **Medicare Wages and Tips** - The total amount of earnings that can be taxed for Medicare benefits.
- Box 15:      **Medicare tax withheld** - The total tax withheld for Medicare benefits.
- Box 18:      **Other** - Other deductions such as **retirement, unemployment compensation tax, etc.**
- Box 23:      **Benefits included in Box 10** - Benefits other than earnings. These benefits are taxable.
- Box 24:      **State Income Tax** - Total state tax withheld.
- Box 25:      **State Wages, Tips, etc.** - Total earnings subject to state tax.
- Box 27:      **Local Wages, Tips, etc.** - Total local tax withheld.

## V. Tests

1. Look at the following W-2 form, then circle the best answer.

1 Control Number		OMB No. 1545-0008					
2 Employer's Name, Address, and ZIP Code John's Grocery Store 7876 Heaven Road Dreamtown, Conn. 19024		3 Employer's Identification Number 32-5551212		4 Employer's State Number			
		5 Stat. Employee <input type="checkbox"/>	6 Deceased <input type="checkbox"/>	7 Legal Rep. <input type="checkbox"/>	8 Stat. Emp. <input type="checkbox"/>	9 Subtotal <input type="checkbox"/>	10 Void <input type="checkbox"/>
11 Employee's Social Security Number 800-11-1234		12 Federal Income Tax Withheld 220		13 Wages, Tips, Other Compensation 2,500			
14 Employee's Name, Address, and ZIP Code Paul Cox 283 A Sunshine Boulevard Moonlight, Conn. 19023		15 Social Security Wages 2,500		16 Social Security Tips			
		17 State Income Tax 57.16		18 State Wages, Tips, Etc.		19 Name of State Connecticut	
		20 Local Income Tax 65.75		21 Local Wages, Tips, Etc.		22 Name of Locality	

Form W-2 Wage and Tax Statement  
16-2515832 APP. 4-84

Copy B To be filed with employee's FEDERAL tax return  
This information is being furnished to the Internal Revenue Service

Department of the Treasury  
Internal Revenue Service

### Example:

How much is the employee's state income tax?

- a. \$67.25
- b. \$75.00
- c. \$57.16 (Correct answer)
- d. None

1.1. What is the employee's Social Security Number?

- a. 32-5551212
- b. 800-11-1234
- c. 787-88-6666
- d. None of the above.

1.2. What is the employer's name?

- a. W-2 Wage
- b. Paul Cox
- c. John's Grocery Store
- d. None of the above.

8-8

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1.3. How much social security tax was withheld?

- a. \$220.00
- b. \$ 2,500.00
- c. \$75.00
- d. All of the above.

1.4. The employer's identification number is:

- a. 5-2340
- b. 32-5551212
- c. 100 First St.
- d. None of the above.

1.5. What is the Federal income tax withheld?

- a. None
- b. \$2,500.00
- c. \$230.00
- d. \$220.00

1.6. What is the employer's state number?

- a. 510
- b. 5-2340
- c. 787-88-6666
- d. I do not know.

1.7. What is the employee's total income?

- a. \$2,500.00
- b. \$25,000.00
- c. \$220.00
- d. \$2,200.00

1.8. What are the social security wages?

- a. \$2,500.00
- b. \$75.00
- c. \$220.00
- d. I do not know.

1.9. What is the employee's local income tax?

- a. \$230.00
- b. \$220.00
- c. \$75.00
- d. None of the above.

1.10. What is the employee's zip code?

- a. 19141
- b. 19022
- c. 19001
- d. 19023

2. Circle the best answer.

*Example:*

The W-2 Wage and Tax Statement:

- a. is known as the W-2 form. (Best Answer)
- b. shows the monthly salary.
- c. is not an important document.
- d. lists the name of your bank.

2. 1. The money paid for the job done for the entire year is called:

- a. income tax
- b. wage
- c. tip
- d. salary

2. 2. When will you receive the W-2 form?

- a. every month.
- b. every two weeks.
- c. by the end of January each year.
- d. none of the above.

2.3. The W-2 form copies are given to the employee so that he/she:

- a. can file the tax return.
- b. understand his/her total earning and deductions.
- c. can keep a record of total earning and deductions for the year.
- d. all of the above.

2.4. The W-2 form contains information about the total withholdings for:

- a. the F.I.C.A. tax.
- b. the local tax.
- c. the Medicare tax.
- d. all of the above.

2.5. The employer is required by law to give you:

- a. a salary increase every six months.
- b. the W-2 form copies every year.
- c. good recommendations for your job.
- d. tips.

3. Fill in each of the blanks on the left column with the best answer on the right column.

- |  |                              |
|--|------------------------------|
| 3.1. ___ payment to an unemployed worker   | a. salary                    |
| 3.2. ___ a declaration of income, expenses and deductions for tax purposes.                                  | b. pension                   |
| 3.3. ___ pay on an hourly basis.   | c. unemployment compensation |
| 3.4. ___ a statement of income and deductions needed for tax return.   | d. tax return                |
| 3.5. ___ you lost your job and do not work.  | e. wages                     |
| 3.6. ___ you are over 62 and do not work anymore.  | f. retirement                |
| 3.7. ___ a fixed sum of money paid regularly to a person during his retirement.                              | g. unemployment              |
| 3.8. ___ that can be taxed.  | h. taxable                   |
| 3.9. ___ money given as an appreciation for a particular service or reason such as in restaurants or hotels. | i. tip                       |
| 3.10. ___ pay calculated on a monthly or yearly basis.   | j. W-2 form                  |

# Teacher's Guide

## LESSON 9

### READING A PAYCHECK

#### I. Text Overview

In this lesson, students will learn how to read and interpret the standard paycheck and stub.

Initially, students will examine how their total pay is calculated. Examples will include flat salaries as well as hourly rates.

Thereafter, students will look at the concepts of gross pay, net pay and the various deductions. Each deduction will be discussed, so that the students understand the purpose of each deduction, and the benefits derived from the deductions.

#### II. Key Words and/or Phrases for Discussion

A lot of	Much; many; plenty.
Consist of (to)	Composed of; made up.
Department	Division, section. For example: accounting department.
Gross pay	Pay before taxes and deductions.
Net pay	Pay after all taxes and deductions.
Overtime (OT)	Time in excess of 40 hours a week.
Overtime rate	The amount of money paid to the employee for each hour <u>over</u> 40 hours a week. The overtime rate is usually 1.5 times the regular hour rate. For example, if the regular hourly rate is \$6.00, the overtime rate is \$9.00.
Paycheck	check in payment of wages or salary.
Payroll check	check issued to pay salaries or wages.
Pay period	The amount of time from the first to the last day of the period for which you are paid. It can be one week, two weeks, or a month.
Pay stub	The part of the check that contains information about earnings, deductions, pay rate, gross income, net income, etc.
Regular hourly rate	The amount of money paid per hour if you do not work more than 40 hours a week.
Regular time	Time within 40 working hours a week.
Year to date	From the beginning of the year to now.

### III. Teaching Suggestions

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some ideas about the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on already learned vocabularies , grammatical structures and concepts in teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

## LESSON 9

### READING A PAYCHECK

#### I. Objectives:

In this lesson, you will examine the information contained on the paycheck and pay stub, and upon completion of this lesson you will be able to:

1. identify the various items found on the pay stub;
2. understand the various deductions listed on the pay stub;
3. determine how gross and net pays are calculated;
4. understand the importance of reviewing each paycheck and maintaining records of previous pay periods.

#### II. Key Words and Their Laotian Translations

Amount           ຈໍານວນ

The amount on Regina's paycheck was smaller than she had hoped for.

Calculate (to)   ຄິດໄລ່

An accountant is able to calculate your tax return quickly.

Cash (to)       ແລກ, ປຸ່ງນ

Brenda always cashes her paycheck at her employer's bank.

Check           ໃບສັ່ງຈ່າຍເງິນ

It's better to cash a check at a bank than at a check cashing place.

Current         ປັດຈຸບັນ

Jackie's current job is that of a secretarial assistant.

Deduction      ກາງຕັດເງິນ

A payroll deduction is an amount of money taken out of your paycheck.

Department   ຜແນກ

The shoe department at Macy's is hiring sales representatives.

Gross           ທັງຫມົດ

The government wants to know your gross income.

- Hourly**                    ກິນເງິນຊົ່ວໂມງ  
Jim earns an hourly wage of \$6.75
- Insurance**            ປະກັນພັຍ  
See lesson #7
- Item**                    ຊີ້ນ, ຮັ່ນນິ່ງ  
You are allowed 10 or less items in the express lane at the supermarket.
- Net**                      ຂາດຕົວ  
The government deducted a large portion of Margie's paycheck therefore her net pay was small.
- Overtime (OT)**       ລ່ວງເວລາ  
John got a bigger paycheck this week because 10 overtime hours.
- Paycheck**            ເຊັກເງິນວ່າຍຄ່າທຳງານ  
At my job, we receive a paycheck every 2 weeks.
- Period**                ຄົບກຳນົດ  
A pay period can be anywhere from a week to a month.
- Retirement**        ການອອກກິນເຊັ່ນບໍານານ  
See lesson #8
- Salary**                ເງິນເດືອນ  
Timothy earns a salary of \$450.00 a month.
- Savings**              ສະສົມ  
Carol puts 5% of her income into her savings.
- Stub**                    ສິນເຫລືອ  
Your pay stub lists all the deductions taken from your gross income.
- Voluntary**            ອາສາສັກ  
Paula does not get paid for her work because it is voluntary.

### III. Reading a Paycheck

Each time you receive a paycheck, also known as payroll check, you will find that it contains a lot of very important information. The paycheck describes how your employer calculated the amount of your paycheck. It also lists the total amounts of earnings and deductions for each particular period called the pay period, and also from the beginning of the year to the date of the paycheck. The pay period can be one or two weeks or a month. Since the information is contained in the paycheck, it is necessary that you understand exactly what all of this information means.

In most cases, your paycheck consists of two (2) parts: the actual check and the pay stub. This check represents the amount of money available to you after all the deductions during the pay period. The amount on your check is your net pay. You can cash the paycheck by presenting it to a bank or a cashing place, or you can deposit it in your bank account. In both cases, you have to sign or endorse the check by putting your signature on the back of the check.

When you cash the paycheck, the bank or check cashing place does not need the pay stub. However, you should keep the pay stub because it contains a lot of very important information about your earnings and all deductions. This information helps you understand how your net pay was calculated.

In examining the pay stub, you should first examine it to see if the proper amount for the current pay period has been paid to you.

To calculate your current net pay, you must first determine what your current gross pay should be. If you are paid on an hourly basis, you must multiply the number of hours worked during the pay period by the pay rate per hour. For example, if your pay period is one week, and if you worked forty (40) hours, and your regular hourly rate is six (6) dollars per hour, then your gross pay will be calculated as follows:

$$\text{Gross pay: } 40 \text{ hours} \times \$6.00 = \$240.00$$

If you work more than forty (40) hours during the week, you are entitled to overtime pay. The hourly overtime rate is higher than your regular hourly rate. The overtime rate can be as much as 50% higher than the regular rate. This rate is called "time-and-a-half." For example, if you get \$10 an hour at the regular rate, your overtime rate can be as high as \$15.00 an hour. However, overtime pay only applies to the number of hours exceeding 40. In other words, if you worked a total of 45 hours during the week, the overtime rate only applies to 5 hours, and the other 40 hours will be paid at the regular rate. The following calculations will demonstrate the point discussed here:

$$\begin{aligned} 40 \text{ hours} \times \$10.00 \text{ an hour} &= \$400.00 \text{ (regular pay rate)} \\ 5 \text{ hours} \times \$15.00 \text{ an hour} &= 75.00 \text{ (overtime rate)} \end{aligned}$$

$$\text{Total earning:} \qquad \qquad \qquad \underline{\$475.00}$$

If you are paid the same amount each pay period, it is not necessary to perform any type of calculation to figure your gross pay, which is usually referred to as your "salary."

In either case, in order to determine your net pay, you must subtract all of

your current deductions from your gross pay. These current deductions are all of the different taxes, social security withholding, and any other deductions such as insurance, savings or retirement that are deducted from your gross pay. This result will be your net pay, and you should make certain that this same amount is on the front of your paycheck, written out in words and in numbers.

The other information represents the total amount which you have been paid during the year. This information is called "year-to-date" information. The year to date information includes the totals of all of your income and deductions, both individually and in total for the year. Although some of the calculations, such as the various taxes, may be difficult for you to calculate, in most cases it is easier to total the other items such as insurance or savings deductions. Since these deductions are usually voluntary and of great value to you and your family, it is important that you review these calculations on each pay stub.

It can also be very helpful if you keep the pay stub from each one of your paychecks. You should find a safe place in your home, and keep the stubs in good order. In this way, should you ever find a mistake in your pay or deductions, it will be easier to explain the mistake to your employer with the use of your previous pay stubs as examples.

#### I V. Phrases for Discussion

A lot of	ຫລາຍກວ່າ
Check stub	ສິ້ນເຊັກ
Consist of (to)	ເກີດຈາກ
Current earnings	ລາຍໄດ້ປັດຈຸບັນ
Employee number	ເລກຫມາຍຄົນງານ
Gross pay	ເງິນທີ່ວ່າຍໂທ້ກ່ອນພາສີ
Net pay	ເງິນທີ່ວ່າຍໂທ້ຫລັງພາສີ
Overtime rate	ຄ່າຮ້າງລ່ວງເວລາ
Pay period	ກຳນົດວ່າຍເງິນ
Pay rate	ຄ່າຮ້າງ
Pay stub	ສິ້ນໂບສັງວ່າຍເງິນ

Payroll check	ເຊັກເງິນທຳງານທີ່ຈ່າຍປະຈຳທົດ
Period beginning	ຈຸດເລີ່ມຕົ້ນ
Period ending	ຈຸດລົບ
Regular hourly rate	ຄ່າຮ້າງຊົ່ວໂມງທັມມະດາ
Regular time	ເວລາທັມມະດາ
Time-and-a-half	ເວລານຶ່ງກັບເຄິ່ງ
To the order of	ສັ່ງຈ່າຍໃຫ້
Year-to-date deductions	ທັກອອກເຖິງອັນນີ້
Year-to-date earnings	ລາຍໄດ້ທັງຫມົດເຖິງອັນນີ້
Year-to-date net pay	ລາຍໄດ້ຖືເນືອບ້ານເຖິງອັນນີ້
Year-to-date	ອັນທີ່ປັດຈຸບັນໃນປີ

**PRESENTATION OF A PAYCHECK AND A PAY STUB**

The following is a sample of a paycheck and a pay stub:

**Paycheck**

<b>PAYCHECK</b>	<b>TODCO</b>	<small>56-542 423</small> CHECK	No. 1699
	12 Second St. City, Minn.	MY BANK City, Minn.	DATE                      AMOUNT
	PAY		
	TO THE ORDER OF		
⑆271172754⑆ 70006240070⑆			

The following are terms and phrases commonly found on the pay check:

1. **TODCO** Name of the company (employer).
2. **"To the order of"** The name of the person who is entitled to cash the check.
3. **Pay** The amount of the check (net income).
4. **Logan Bank** The name of the bank.
5. **No.** Check number.
6. **Date** Date when the check was issued.
7. **Amount** Amount of the check; same as net income.
8. **Signature** Signature of an official of the company (employer) who is authorized to sign the check.

### Pay stub

TODCO							No. 1699
EMP NO   DEPT	EMPLOYEE NAME			SOCIAL SECURITY NO	PERIOD BEG	PERIOD END	CHECK NO 1699
EARNINGS		HRS/UNITS	CURRENT AMOUNT	YEAR TO DATE	DEDUCTIONS		CURRENT AMOUNT
Regular Time					Federal W.H. Tax F.I.C.A. State W.H. Tax Insurance		
PAY RATE	CURRENT EARNINGS	CURRENT DEDUCTIONS		NET PAY	YEAR-TO-DATE EARNINGS	YEAR-TO-DATE DEDUCTIONS	YEAR-TO-DATE NET PAY

PAY STUB

The following are terms and phrases commonly found on the pay stub:

1. **Pay rate** Amount you earn per hour.
2. **Current earnings** Total amount of money you made from the first day to the last day of the pay period. The pay period can be one week, two weeks or a month.
3. **Current deductions** Total amount of money taken from your income from the first day to the last day of the pay period for taxes and/or other purposes.
4. **Net pay** Total amount earned after deductions (take-home pay)
5. **Year-to-date earnings** Total amount of earnings from the beginning of the year to the end of the current pay period.

- 6. **Year-to-date deductions** Total amount of deductions from the beginning of the year to the end of the current pay period.
- 7. **Year-to-date net pay** Total amount of earnings after deductions (or take-home pay) from the beginning of the year to the end of the current period.
- 8. **No.** Check stub number; same number as on the check.
- 9. **Check number** The number of the check (1699).
- 10. **Period Ending** The last day of the pay period.
- 11. **Period beginning** The first day of the pay period.
- 12. **Social Security No.** The social security number of the employee.
- 13. **Employee Name** Name of the employee entitled to cash the check.
- 14. **Dept.** The department where the employee works
- 15. **Employee No. (number)** The number assigned to the employee by the company.
- 16. **Regular time** Number of hours worked during the pay period.

## EXERCISES

### Exercise 1

Bob's regular pay rate is \$10.00 per hour. If Bob works over 40 hours a week, his overtime pay rate is \$15.00 per hour. During the last pay period, Bob worked 45 hours.

How much did Bob get for the overtime? \$ \_\_\_\_\_  
 How much was Bob's gross pay? \$ \_\_\_\_\_

### Exercise 2

During the pay period of February 1 - 14, 1993, Nancy's gross earning was \$1,850. Her payroll deductions include the following:

9-8

Federal tax withheld : 12% of the gross income: \$ \_\_\_\_\_ x \_\_\_\_\_ = \$ \_\_\_\_\_  
 State tax withheld: 1.5% of the gross income: \$ \_\_\_\_\_ x \_\_\_\_\_ = \$ \_\_\_\_\_  
 City tax withheld: 2.75% of the gross income: \$ \_\_\_\_\_ x \_\_\_\_\_ = \$ \_\_\_\_\_  
 Insurance contribution: .5% of the gross income: \$ \_\_\_\_\_ x \_\_\_\_\_ = \$ \_\_\_\_\_

How much was her net pay? \$ \_\_\_\_\_

## V. Tests

1. Look at the pay stub below, then answer the following questions.

1 Control Number		OMB No. 1545-0008																					
2 Employer's Name, Address, and ZIP Code John's Grocery Store 7876 Heaven Road Dreamtown, Conn. 19024			3 Employer's Identification Number 32-5551212			4 Employer's State Number																	
			5 Stat. Employee <input type="checkbox"/>		Deceased <input type="checkbox"/>		Legal Rep. <input type="checkbox"/>		5/2 Emp <input type="checkbox"/>		Subtotal <input type="checkbox"/>		Void <input type="checkbox"/>										
			6 Allocated tips						7 Advance EIC Payment														
8 Employee's Social Security Number 800-11-1234			9 Federal Income Tax Withheld 220			10 Wages, tips, Other Compensation 2,500			11 Social Security Tax Withheld 75														
12 Employee's Name, Address, and ZIP Code Paul Cox 283 A Sunshine Boulevard Moonlight, Conn. 19023			13 Social Security wages 2,500			14 Social Security tips																	
			15																				
			17 State Income Tax 57.16			18 State Wages, tips, Etc.			19 Name of State Connecticut														
			20 Local Income Tax 65.75			21 Local Wages, tips, Etc.			22 Name of Locality														
Form W-2 Wage and Tax Statement 36-2515832 APP. 4/84												Copy B To be filed with employee's FEDERAL tax return This information is being furnished to the Internal Revenue Service						Department of the Treasury Internal Revenue Service					

**Example:**

What is the name of the employer? \_\_\_\_\_ (Metan)

- 1.1. What was the last day of the pay period? \_\_\_\_\_
  - 1.2. How many hours did this person work during the pay period? \_\_\_\_\_
  - 1.3. What is the year to date net pay on the stub? \_\_\_\_\_
  - 1.4. How much money was taken out for federal income tax? \_\_\_\_\_
  - 1.5. How much money was taken out for state income tax? \_\_\_\_\_
  - 1.6. What is this person's employee number? \_\_\_\_\_
  - 1.7. How much did this person earn from the beginning of the year to the end of this pay period? \_\_\_\_\_
  - 1.8. How much has been withheld for the year? \_\_\_\_\_
  - 1.9. What is the regular pay rate of this person? \_\_\_\_\_
  - 1.10. How much did the person make after the tax deductions during this pay period? \_\_\_\_\_
2. Circle the best answer.

**Example:**

The pay stub :

- a. can be deposited in a bank account.
- b. can be cashed.
- c. contains information about earnings and withholdings. (Best answer)
- d. indicates how well the employee does his/her job.

2.1. The information on the above pay stub describes :

- a. the tax deductions.
- b. the net pay.
- c. the gross pay.
- d. all of the above.

2.2. The net income can be calculated by:

- a. subtracting the gross income from the federal tax.
- b. subtracting all deductions from the gross income.
- c. adding together all of the deductions.
- d. none of the above.

2.3. The phrase "year to date earnings" refers to:

- a. the net income for the present pay period.
- b. your income for this entire year.
- c. your deductions for the present pay period.
- d. the total income from the beginning of the year to the end of the current pay period.

2.4. Federal withholding tax is the money:

- a. the employer deducts from the pay check for retirement.
- b. the employer deducts from the paycheck to support the state government.
- c. the employer deducts from the paycheck to support the U.S. government.
- d. all of the above.

2.5. Your "take-home pay" on your paycheck is your:

- a. gross income.
- b. net income.
- c. tax deductions
- d. none of the above.

3. Fill in each of the blanks on the left column with the best answer on the right column.

- |                                 |   |
|---------------------------------|---|
| 3.1. ___gross income            | a. taxes used by your state government.   |
| 3.2. ___net income              | b. your take-home income.   |
| 3.3. ___state income tax        | c. your income before deductions.   |
| 3.4. ___social security tax     | d. a number given to the employee by the employer.                                  |
| 3.5. ___employee number         | e. a deduction which will be returned to you when you retire.                       |
| 3.6. ___overtime                | f. how much is paid for an hour.  |
| 3.7. ___regular pay             | g. time in excess of 40 working hours a week.                                       |
| 3.8. ___"pay to the order of "  | h. total earnings from the beginning of the year to the last day of the pay period. |
| 3.9. ___"year-to-date earnings" | i. the pay for the working time within 40 hours a week.                             |
| 3.10. ___pay rate               | j. a statement indicating that the person is eligible to cash the check.            |

# Teacher's Guide

## LESSON 10

### HOW TO USE AND RECONCILE

### CHECKING ACCOUNTS

#### I. Text Overview

In this lesson, students will learn how to use and properly maintain a personal checking account.

The lesson will begin with a review of the general rules that govern checking accounts. Students will then examine the proper procedures for making deposits and writing personal checks. Special emphasis will be placed on the proper maintenance of an account record, and the importance of recording deposits, checks and any other transactions or expenditures in the check register.

The concluding portion of this lesson will cover the necessity of properly reconciling a personal checking account, and the procedures to complete the reconciliation. This will serve not only as a review of the entire lesson, but also to develop the skills necessary to enable the student to make full use of the bank's services. As such, it is hoped that the student will have enough confidence to inquire about the procedures that he/she may not understand, and to discover possible errors that can be found in his/her account.

#### II. Key Words and/or Phrases for Discussion

As a result of	Because of; as a consequence; resulting from.
Bank statement	A monthly report of all transactions such as deposits and withdrawals
Blank check	A signed check with blank spaces: the name of the payee and the amount
Book of checks	A set of unsigned checks bound together like a book.
Canceled check	A check paid for, and then voided, by the bank.
Check register	Usually a booklet for recording the information on issued checks such as check numbers, dates, amounts of money paid or deposited, and names of the payees, etc.
Checking Account	a bank account mainly for the purpose of paying bills or expenditures.

<b>Cover the check (to)</b>	To have enough money in the bank account to pay for the amount on the check.
<b>Deposit receipt</b>	A piece of paper showing the amount of money you deposited in your bank account and the date you made the deposit. The receipt is for your records.
<b>Deposit slip</b>	A small form that you fill out when you make a deposit.
<b>Deposit ticket</b>	Also known as deposit slip.
<b>Ending balance</b>	The amount of money available in your account at the end of the bank statement period which is usually a month.
<b>Insufficient funds</b>	There is not enough money to pay for the check(s) you signed.
<b>Keep track of (to)</b>	To maintain a record of; to follow and/or to know about what is going on.
<b>Schedule of service charges/fees</b>	A listing of different types of services and how much each service costs.
<b>Service fee</b>	The expense or cost for the service.

### III. Teaching Suggestions

The following are suggested steps to teach each lesson, but of course the teacher should use whatever techniques he/she feels comfortable with:

1. first, the student should be given enough time to skim over the whole lesson in order to have some ideas about the contents of the lesson;
2. using simple language, summarize the main theme(s) of the lesson as well as its objectives;
3. encourage the student to study the **Key Words and Their Laotian Translations**;
4. teach the lesson using different techniques such as the use of synonyms, antonyms, prefixes and suffixes, oral and written practices of key vocabularies and concepts, information questions with "what," "who," "why," "when," "how," etc. Furthermore, capitalize on already learned vocabularies , grammatical structures and concepts in teaching new vocabularies and concepts in a meaningful context, using examples or sentences to make the point or explain the lesson;
5. review what has just been taught;
6. go over **Phrases for Discussion**;
7. administer tests and give feedback as soon as possible;
8. praise the student for his/her effort to learn.

LESSON 10  
HOW TO USE AND RECONCILE  
CHECKING ACCOUNTS

**I. Objectives:**

In this lesson, you will learn about personal checking accounts. At the conclusion of this lesson, you should be able to:

1. understand the rules which you must follow when you have a checking account;
2. complete a deposit ticket properly, and make a deposit into your checking account;
3. write a personal check correctly and properly record it in the check register.
4. read and understand a bank statement, and reconcile your checking account using a bank statement and a check register.

**II. Key Words and Their Laotian Translations**

**Advantage**           ຄືບຫນ້າ

One advantage of having a bank account is to be able to pay bills by check.

**Agree (to)**           ເຫັນພ້ອມ

Tom and Marty agreed to meet at one o'clock in town for lunch.

**Balance**           ຍອດເງິນ

The balance in her account was \$125.49

**Bill**                   ໃບເກັບເງິນ

Our gas bill is usually low so we can pay it as soon as it arrives.

**Bounce (to)**       ສະທ້ອນກັບມາ

Maria had no money in her bank account so when she wrote a check it bounced.

**Cancel (to)**       ຍົກເລີກ

When you cash a check, the bank cancels it so nobody else can cash it.

**Charge/fee**      ຄ່າທຳນຽມ  
Since you have maintained enough money in your account, the bank service charge/fee is waived.

**Charge (to)**      ຄິດຄ່າ  
The bank charges fees for its check cashing services.

**Clear (to)**      ຄິດສເລັ່ງອອກແລ້ວ  
Mike deposited a check on Monday, but it won't clear until Wednesday.

**Deposit (to)**      ເອົາເງິນເຂົ້າ  
Marie always deposits her paycheck into her checking account.

**Falsity (to)**      ຜິດພາດ  
It is against the law to change or falsify a legal document.

**Forge (to)**      ປ່ອມແປງ  
It is illegal to forge or sign someone else's name on a check.

**Handle (to)**      ຈັດກາງ  
Banks handle loan for housing or car and other big items.

**Honor (to)**      ວ່າຍ  
The bank will honor all checks that are drawn from my account.

**Manage (to)**      ຈັດກາງ  
Because my secretary is very organized she managed the office well.

**Overdraw (to)**      ເບີກເກີນເງິນທີມີ  
Manny overdrew his account because he wrote a check for more money than he had in his account.

**Pad**      ເຮັດປຶກຂ້ອນກັນ  
It's good to keep a pad by the phone to write messages.

**Payee**      ຜູ້ຮັບເງິນ  
Since Christina is the payee of the check she can cash it.

**Pending**      ຄ້າງຄາຢູ່  
The check is still pending because it has not been cashed yet.

**Reconcile (to)**      ແກ້ໄຂໃຫ້ດີຂຶ້ນ  
Martha reconciles her bank book with the bank statement every month.

**Rule**      ກົດຮະບຽບ  
He has to follow the company rules, if not, he will be fired.

- Schedule**                    ກໍານົດເວລາ  
His normal work schedule is from 8:00 am to 5:00 PM, 5 days a week.
- Statement**                ໃບລາຍງານ  
Paula's bank statement shows that she has written 22 checks in the last month.
- Supply**                    ອຸປະກອນ  
It is important to have a supply of checks on hand to pay all of your bills.
- Transaction**            ການເຈົ້າເງິນເຂົ້າອອກ  
Cashing a check is considered a bank transaction.
- Troublesome**            ມີບັນຫາເກີດຂຶ້ນ  
I find it troublesome to balance my check book because it never comes out right.
- Waive (to)**                ຍົກເລີກໃບຮັ່ງຮືນລາຍໄດ້ແລະໃບຮັ່ງຮືນພາສີ  
They couldn' t afford the application fee so the college waives it.

### III. How to Use Banking Services

Having a personal checking account can be very helpful and can offer many **advantages** in managing money. However, if you do not understand the bank's **rules and service charges or fees**, and if you do not use your bank account properly, a checking account can also be very **troublesome** and sometimes very expensive.

Therefore, whether you already have a checking account or you are about to open an account, ask a person who works at the bank for a copy of the **rules and a schedule of service fees or charges** for checking accounts. Some banks charge a fee for each check you sign but **waive** this fee if you maintain a certain balance in your account.

#### A. MAKING DEPOSITS

When you first open your account, you will receive a book of **blank checks** without your name printed on them. However, about a week later your bank will send you a **supply** of checks and **deposit slips** with your name on them. The bank will charge to your account the cost of this supply.

The way you put money in your account is to make a **deposit**. To do so, you will have to use a deposit slip with your name and your account number printed on it. These slips are usually found in the back of your **book of checks**. A sample deposit slip can be found at the end of this lesson. For practice purposes, fill out the deposit slip correctly and completely. Make certain that you write the proper dollar amount(s) on the slip and the date of the deposit. Add the items of the deposit if there are more than one. It is also very important to record the date and amount of the deposit in the check register. Keep the **deposit receipt** which the bank gives you

when you make your deposit. The receipt is proof of the deposit and is needed when you reconcile your account or if there is a question about the deposit.

## B. WRITING A CHECK OR WITHDRAWING MONEY

When you write a personal check to pay a bill or to buy something, it is also very important that you write the check properly and completely, including the name of the payee. An incomplete check could be forged or used in a manner which you did not intend. A copy of a sample personal check can be found at the end of this lesson.

Before writing a check, make sure that you have enough money in your account to cover the check. If you write a check without enough money in your account, the bank will not honor your check because of insufficient funds and will return it to you. In this case, your check bounces and your account is overdrawn. The bank will charge you a fee for handling the bounced check. This fee or charge can cost as much as \$30.00 per bad check.

Always use a pen whenever you write a personal check, . If you write a check in pencil, the dollar amount of the check and the name of the payee could be erased or changed, or the check could be forged.

Make certain that the dollar amounts are correct, and that the numbers and the written words indicating the amount are the same. Sign and date the check properly, and fill all of the spaces properly. Leaving blank spaces on the check could also allow someone to change the amount or falsify the check. Finally, before you remove the check from the pad, or give it to someone, make certain that you have recorded it properly, including the date and amount in the check register.

## C. RECONCILING YOUR ACCOUNT

Each month you will receive a statement from the bank describing all of the transactions which occurred in your account over the past month. This statement lists all of the deposits you made to your account, as well as all of the checks which you wrote during this period. All of the checks which have cleared your account are returned to you along with the statement.

In order to maintain your account properly, it is necessary to reconcile your account. This procedure is very important if you want to know exactly how much money you have in your account, which checks are still pending, how much has been deposited, and any fees which the bank may have charged you over the past month.

In order to reconcile or balance your checking account, you must first look at

all of the checks which you have written for that particular month and which have been returned to you. These canceled checks should be checked against the information recorded in your check register. Next, you must list all of the pending checks which you wrote over the past month but have not yet cleared.

Next, compare the balance in your check register with the "ending balance" on the bank statement. It is very likely that these balances will not agree. However, if you add all the pending checks and the ending balance on the bank statement, the total should be the same as the balance in your check register, and your account is reconciled. Remember, reconciling your account is not always easy, and sometimes it can take a long time. But if you do not reconcile your account each month, you cannot keep track of your money, and sometimes it can become very expensive because of a loss as a result of mistakes made by the bank.

#### IV. Phrases for Discussion

As a result of	ຜົນປະກົດ
Bank statement	ຫນັງສືລາຍງານຈາກທະນາຄານ
Blank check	ໃບສັງວ່າຍທີ່ບໍ່ທັນຊຸນ
Book of checks	ສມຸດໃບສັງວ່າຍ
Canceled check	ໃບສັງວ່າຍທີ່ໄຊ້ການບໍ່ໄດ້
Check register	ປັນທຶກໃບສັງວ່າຍ
Checking account	ປັນຊີໃບສັງວ່າຍເຊັ່ນຈາກທະນາຄານ
Cover the check (to)	ມີເງິນພັກບໃບສັງວ່າຍ
Deposit insurance	ປະກັນພັຍເງິນເຂົ້າ
Deposit receipt	ໃບຮັບຈາກເຈົ້າເງິນເຂົ້າ
Deposit slip	ໃບເຈົ້າເງິນເຂົ້າ
Deposit ticket	ຫນັງສືມັດວ່າເງິນໃນທະນາຄານ
Ending balance	ຍອດເງິນສຸດທ້າຍ
Insufficient fund	ກອງທຶນທີ່ຂາດເຂີນ, ບໍ່ພຽງພໍ
Keep track of (to)	ຕິດຕາມສເມີ
Schedule	ຕາຕະລາງ

Schedule of service charges/fees ຕາຕະລາງຄ່າບໍລິການ

Service fee ຄ່າບໍລິການ

## V. Tests

1. Fill in each of the following blanks with T (True/Correct) or F (False/Wrong)

*Example:*

T The bank statement is a monthly report of all bank transactions such as deposits and withdrawals. (T)

- 1.1. \_\_\_ When you pay a bill by check you have to fill out a deposit slip.
- 1.2. \_\_\_ When the bank charges you for writing checks, it is called over withdrawal.
- 1.3. \_\_\_ A check bounces because of insufficient funds in the account.
- 1.4. \_\_\_ There is no charge for bouncing a check.
- 1.5. \_\_\_ Bank reconciliation is a process of checking the accuracy of all bank transactions.
- 1.6. \_\_\_ You have to use a deposit slip to make a deposit in your own account.
- 1.7. \_\_\_ A payee is the person who pays you.
- 1.8. \_\_\_ A bank statement lists all the banking transactions over a period of time.
- 1.9. \_\_\_ The bank does not charge a fee for overwithdrawings.
- 1.10. \_\_\_ The account is reconciled if the total of the ending balance on the bank statement and the pending checks agrees with the balance in the check register.

2. Fill in the each of the blanks within the best answer.

*Example:*

You have to fill out a \_\_\_\_\_ when you make a deposit at the bank.

- a. job application.
- b. pay stub.
- c. deposit slip. (Best answer)
- d. request for information.

2.1. When you bounce a check, the bank will \_\_\_\_\_ you.

- a. honor.
- b. manage.
- c. charge.
- d. cover.

2.2. A \_\_\_\_\_ lists all transactions at the end of the bank statement period.

- a. deposit slip.
- b. statement.
- c. schedule.
- d. bill.

2.3. If you have enough money in your bank account to pay for a bill, your check will \_\_\_\_\_.

- a. bounce.
- b. clear.
- c. handle.
- d. reconcile.

2.4. If you do not fill out your check properly, someone may \_\_\_\_\_ it.

- a. honor .
- b. charge.
- c. deposit.
- d. forge.

2.5. If you \_\_\_\_\_ a check, it will show up on your bank statement.

- a. charge.
- b. falsify.
- c. deposit.
- d. manage.

2.6. When you receive your bank statement, you should \_\_\_\_\_ it.

- a. overdraw.
- b. sign.

- c. waive.
- d. reconcile.

2.7. When you write a check, make certain that there are \_\_\_\_\_ funds in your bank account.

- a. sufficient.
- b. insufficient.
- c. a lack of.
- d. a schedule of.

2.8. The bank charges a \_\_\_\_\_ for over withdrawing.

- a. rule.
- b. transaction.
- c. deposit.
- d. fee.

2.9. When the bank \_\_\_\_\_ your bad check, it will charge you for this service.

- a. handles.
- b. falsifies.
- c. signs.
- d. deposits

2.10. You can write a check to pay a \_\_\_\_\_.

- a. book of checks.
- b. a bank statement.
- c. bill.
- d. schedule of fees.

2.11. Putting money into your account is called making a\_\_\_\_\_.

- a. statement.
- b. deposit.
- c. reconciliation.
- d. rule.

2.12. Depositing and withdrawing money, and writing checks are all examples of :

- a. opening a checking account.
- b. bank transactions.
- c. bank statement reconciliation.
- d. balancing the bank account.

10-10

- 2.13. The bank sends you \_\_\_\_\_ every month, which describes all of your transactions.
- a. a schedule of fees.
  - b. a book of checks.
  - c. a supply of deposit slips
  - d. a statement.
- 2.14. A \_\_\_\_\_ is the person or business that you send a check to.
- a. payee.
  - b. employer.
  - c. payer.
  - d. manager.
- 2.15. The first step in \_\_\_\_\_ your bank statement is checking your canceled checks against your check register.
- a. forging.
  - b. honoring.
  - c. clearing.
  - d. reconciling.
- 2.16. If someone erases or changes any of the information on your check, then the check has been \_\_\_\_\_.
- a. canceled.
  - b. forged.
  - c. over withdrawn.
  - d. reconciled.
- 2.17. If you write a check for more money than you have in your bank account, then your account is \_\_\_\_\_.
- a. canceled.
  - b. closed.
  - c. over withdrawn.
  - d. covered.
- 2.18. The money available in your bank account is your \_\_\_\_\_.
- a. balance.
  - b. deposit.
  - c. transaction.
  - d. schedule.

2.19. The final step in reconciling your bank account is to make sure that the "ending balance" \_\_\_\_\_ the balance in your check register.

- a. agrees with.
- b. does not agree with.
- c. honors.
- d. handles.

2.20. When you write a check with insufficient funds in your bank account, the bank will not \_\_\_\_\_ it.

- a. bounce.
- b. honor.
- c. waive.
- d. cancel.

3. Fill in each of the blanks on the left column with the best answer from the right column.

3.1. \_\_\_ bill

3.2. \_\_\_ pending

3.3. \_\_\_ bounce

3.4. \_\_\_ account balance

3.5. \_\_\_ falsify

3.6. \_\_\_ clear

3.7. \_\_\_ deposit slip

3.8. \_\_\_ advantage

3.9. \_\_\_ rule

3.10. \_\_\_ waive

- a. A check that has not been cashed yet.
- b. What happens to a check when it is written for more money than you have in your account.
- c. A statement of charges that you have to pay.
- d. Intentionally making changes to give wrong information.
- e. The amount of money available in your bank account.
- f. After the bank has paid for your signed check.
- g. When your bank does not charge you for a service that you are supposed to pay for.
- h. What you are supposed to do or follow; a guide for conduct or action.
- i. You have to use this form when you put money in your bank account.
- k. Benefit as a result of an action.

# Answer Key

## Lesson 1

### Test 1

1.1. b.                      1.2. b.                      1.3. b.                      1.4. b.                      1.5. a.

### Test 2

2.1. hiring, application      2.2. charge      2.3. sign, contract      2.4. experience  
2.5. employment agencies      2.6. contact      2.7. interest      2.8. hiring  
2.9. source job leads      2.10. neighborhood

### Test 3

3.1. a.                      3.2. i.                      3.3. b.                      3.4. d.                      3.5. f.  
3.6. g.                      3.7. h.                      3.8. j.                      3.9. e.                      3.10. c.

## Lesson 2

### Test 1

1.1. b.                      1.2. a.                      1.3. a.                      1.4. d.                      1.5. a.  
1.6. b.                      1.7. a.                      1.8. d.                      1.9. b.                      1.10. b.

### Test 2

2.1. d.                      2.2. g.                      2.3. i.                      2.4. f.                      2.5. a.  
2.6. c.                      2.7. j.                      2.8. h.                      2.9. b.                      2.10. e.

### Test 3

3.1. Job openings      3.2. look for, classified      3.3. expense      3.4. requirements  
3.5. announce      3.6. daily basis      3.7. services      3.8. represent  
3.9. opportunities      3.10. training course

## Lesson 3

### Test 1

1.1. T                      1.2. F                      1.3. T                      1.4. F                      1.5. T  
1.6. T                      1.7. F                      1.8. T                      1.9. F                      1.10. F

### Test 2

2.1. type                      2.2. financial situation                      2.3. first impression  
2.4. employemny history      2.5. purpose                      2.6. N/A  
2.7. references                      2.8. suggestions                      2.9. overlook  
2.10. prospective employer

### Test 3

3.1. e.	3.2. f.	3.3. i.	3.4. a.	3.5. b.
3.6. g.	3.7. d	3.8. c.	3.9. j.	3.10. h.

## Lesson 4

### Test 1

1.1. j.	1.2. e.	1.3. h.	1.4. g.	1.5. b.
1.6. a.	1.7. c.	1.8. i.	1.9. f.	1.10. d.

### Test 2

2.1. F	2.2. T	2.3. F	2.4. T	2.5. F
2.6. T	2.7. T	2.8. F	2.9. T	2.10. T

### Test 3

3.1. application,convince	3.2. punctuation	3.3. inquiry letter
3.4. establish first contact	3.5. satisfied	3.6. impressive
3.7. cover, self yourself	3.8. referred	3.9. interview, convenience
3.10. qualifications	3.11. improve	3.12. handwritten
3.13. resume	3.14. crucial	3.15. attention

## Lesson 5

### Test 1

1.1. a.	1.2. d.	1.3. d.	1.4. d.	1.5. b.
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### Test 2

2.1. F	2.2. T	2.3. T	2.4. F	2.5. F
2.6. F	2.7. T	2.8. F	2.9. F	2.10. F
2.11. T	2.12. F	2.13. F	2.14. T	2.15. F

### Test 3

3.1. f.	3.2. g.	3.3. l.	3.4. i.	3.5. c.
3.6. a.	3.7. j.	3.8. b.	3.9. d.	3.10. h.
3.11. e.	3.12. k.	3.13. o.	3.14. m.	3.15. n.

## Lesson 6

### Test 1

1.1. F	1.2. T	1.3. T	1.4. F	1.5. F
1.6. F	1.7. T	1.8. F	1.9. T	1.10. T

### Test 2

- |                                     |                                  |                    |
|-------------------------------------|----------------------------------|--------------------|
| 2.1. a degree, training in computer | 2.2. introduce                   | 2.3. well-prepared |
| 2.4. "roundabout", to-the-point     | 2.5. extra-curricular activities |                    |
| 2.6. well-groomed, appearance       | 2.7. starting salary             | 2.8. pay scale     |
| 2.9. benefits                       | 2.10. confidence                 |                    |

### Test 3

- |         |         |         |         |          |
|---------|---------|---------|---------|----------|
| 3.1. b. | 3.2. d. | 3.3. b. | 3.4. c. | 3.5. b.  |
| 3.6. d. | 3.7. d. | 3.8. a. | 3.9. d. | 3.10. d. |

## Lesson 7

### Test 1

- |         |         |         |         |          |
|---------|---------|---------|---------|----------|
| 1.1. d. | 1.2. d. | 1.3. b. | 1.4. d. | 1.5. a.  |
| 1.6. b. | 1.7. a. | 1.8. c. | 1.9. a. | 1.10. a. |

### Test 2

- |                        |                                |                 |
|------------------------|--------------------------------|-----------------|
| 2.1. dependents, claim | 2.2. collects, social security | 2.3. withhold   |
| 2.4. earnings          | 2.5. disabled, benefits        | 2.6. contribute |
| 2.7. insurance         | 2.8. legal                     | 2.9. credited   |
| 2.10. payroll          |                                |                 |

### Test 3

- |          |          |          |          |          |
|----------|----------|----------|----------|----------|
| 3.1. a.  | 3.2. f.  | 3.3. i.  | 3.4. j.  | 3.5. d.  |
| 3.6. e.  | 3.7. k.  | 3.8. b.  | 3.9. l.  | 3.10. c. |
| 3.11. h. | 3.12. g. | 3.13. o. | 3.14. n. | 3.15. m. |

## Lesson 8

### Test 1

- |         |         |         |         |          |
|---------|---------|---------|---------|----------|
| 1.1. b. | 1.2. b. | 1.3. c. | 1.4. b. | 1.5. b.  |
| 1.6. d. | 1.7. a. | 1.8. a. | 1.9. d. | 1.10. d. |

### Test 2

- |         |         |         |         |         |
|---------|---------|---------|---------|---------|
| 2.1. d. | 2.2. c. | 2.3. d. | 2.4. d. | 2.5. b. |
|---------|---------|---------|---------|---------|

### Test 3

- |         |         |         |         |          |
|---------|---------|---------|---------|----------|
| 3.1. c. | 3.2. d. | 3.3. e. | 3.4. j. | 3.5. g.  |
| 3.6. f. | 3.7. b. | 3.8. h. | 3.9. i. | 3.10. a. |

## Lesson 9

### Test 1

1.1. 5/21/93	1.2. 88	1.3. 4,726.97	1.4. 105.60	1.5. 14.08
1.6. 106	1.7. 6,320	1.8. 1,593.03	1.9. 8	1.10. 528.61

### Test 2

2.1. d.	2.2. b.	2.3. d	2.4. c.	2.5. b.
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### Test 3

3.1. c.	3.2. b.	3.3. a.	3.4. e.	3.5. d.
3.6. g.	3.7. i.	3.8. j.	3.9. h.	3.10. f.

## Lesson 10

### Test 1

1.1. F	1.2. F	1.3. T	1.4. F	1.5. T
1.6. T	1.7. F	1.8. T	1.9. F	1.10. T

### Test 2

2.1. c.	2.2. b.	2.3. b.	2.4. d.	2.5. c.
2.6. d.	2.7. a.	2.8. d.	2.9. a.	2.10. c.
2.11. b.	2.12. b.	2.13. d.	2.14. a.	2.15. d.
2.16. b.	2.17. c.	2.18. a.	2.19. a.	2.20. b.

### Test 3

3.1. c.	3.2. a.	3.3. b.	3.4. e.	3.5. d.
3.6. f.	3.7. i.	3.8. k.	3.9. h.	3.10. g.

## Bilingual English-Laotian Glossary

Each entry is followed by the letter "L" and a number. This combination indicates that the entry can be found in the lesson indicated by the number, for instance "L.2 " means lesson 2, L.2/L.5 means both lesson 2 and lesson 5, etc.

Abbreviation (L1)	ຂຽນຫຍໍ້
Abbreviation (L2)	ຂຽນຫຍໍ້
Account (L7)	ບັນຊີການເງິນ
Accurate (L5)	ລະອຽດລະອໍ
Achieve (to) (L5)	ບັນຈຸຜົນ
Acquaint (to) (L3)	ຄຸ້ນເຄີຍ
Ad (advertisement) (L1)	ໂຄສນາ
Administer (to) (L7)	ຜູ້ບໍລິຫານ
Advantage (L10)	ຄືບຫນ້າ
Advertise (to) (L2)	ໂຄສນາ
Advertisement/ad (L2)	ການໂຄສນາ
Advertising (L5)	ໂຄສນາ
Agency (L1)	ຕົວແທນ
Agree (to) (L10)	ເຫັນພ້ອມ
Alien (L5)	ຄົນແປກຫນ້າ
Allowance (L7)	ການອະນຸຍາດໃຫ້
Amount (L9)	ຈໍານວນ
Announce (to) (L2)	ປ່າວປະກາດ
Appearance (L6)	ປະກົດຕົວ
Applicable to (L5)	ເໝາະກັບ
Applicant (L3)	ຜູ້ສົມກຽມ
Application (L1/L3)	ໃບຄໍາຮ້ອງຂໍເຂົ້າເຮັດງານ
Apply (to) (L3)	ຍື່ນຄໍາຮ້ອງ
Approach (to) (L1)	ຊຶ້ງຫນ້າ, ປະເຊີນຫນ້າ, ໂພ່ມາຫາ
Argumentative (L6)	ຖືກຖຽງ

Attention (L4)	ຕັ້ງໃຈ
Attitude (L6)	ນິສັຍ
Available (L1)	ຫາໄດ້
Available (L2)	ຫາໄດ້
Avoid (to) (L2)	ຫລີກເວັ້ນ
Background (L3/L5)	ພື້ນຖານ
Balance (L10)	ຍອດເງິນ
Base upon (to) (L4)	ຂຶ້ນກັບ
Basis (L2)	ພື້ນຖານ
Be over (to) (L6)	ສຳເຮັດ, ແລ້ວ
Benefit (L6/L7)	ຜົນປະໂຫຍດ
Bill (L7/L10)	ໃບເກັບເງິນ , ກົດລະບຽບ
Blank (L3)	ຊ່ອງວ່າງ
Bothersome (L6)	ລົບກວນ
Bounce (to) (L10)	ສະຫ້ອນກັບມາ
Calculate (to) (L9)	ຄິດໄລ່
Cancel (to) (L10)	ຍົກເລີກ
Case (L2)	ກໍລະນີ
Cash (to) (L9)	ແລກ, ປຸ້ນ
Certain (L2)	ແນ່ໃຈ
Charge (to) (L1/L10)	ຄິດຄ່າ
Charge/fee (L10)	ຄ່າທຳນຽມ
Check (L9)	ໃບສັ່ງວ່າຍເງິນ
Circle (to) (L3)	ຂີດວົງມົນ
Circumstance (L7)	ສພາບການ
Citizen (L5)	ສັນຊາດ
Claim (to) (L7)	ຫມາຍເອົາ
Classified (L2)	ຈຳແນກອອກ

Clear (to) (L10)	ຄິດສເລັ່ງອອກແລ້ວ
Collect (to) (L5/L5)	ສະສົມ
Comfortable (L3)	ອົບອຸ່ນ
Company (L2)	ບໍຣິສັດ
Compensation (L8)	ເງິນຊົດເຊີຍ
Compile (to) (L1)	ລວບລວມ
Conduct (to) (L6)	ປະຕິບັດການແທນ
Confidence (L6)	ຫມັ້ນໃຈ
Consider (to) (L3)	ພິຈາຣະນາ
Considerate (L6)	ພິຈາຣະນາ
Contact (L1/L4)	ຕິດຕໍ່
Contain (to) (L2)	ປັ້ນຈຸເຂົ້າ
Contribute (to) (L7)	ທານ
Contribution (L7)	ການໃຫ້ທານ
Convenience (L4)	ສະດວກ
Convince (to) (L4)	ຫມັ້ນໃຈ
Corrective (L6)	ແກ້ໄຂໃຫ້ທຸກຕ້ອງ
Costly (L2)	ຮາຄາແພງ
Course (L2)	ຄືຊາ
Courteous (L6)	ມາຣະຍາດຕີ
Credit (to) (L7)	ເຊື່ອຖື
Crucial (L4)	ຈິງຈັງ
Current (L9)	ປັດຈຸບັນ
Curriculum (L6)	ຫລັກສູດ
Data (L5)	ຂໍ້ມູນ
Deduct (to) (L8)	ຫັກອອກ
Deduction (L9)	ການຕັດເງິນ
Department (L9)	ຜແນກ

Depend upon (to) (L.2)	ອີງຕາມ
Dependent (L.7)	ຜູ້ຂຶ້ນກັບ (ເຊັ່ນລູກແລະເມັ່ງ)
Deposit (L.7)	ເງົາເງິນເຂົ້າ, ມັດຈໍາ
Deposit (to) (L.10)	ເງົາເງິນເຂົ້າ
Describe (to) (L.2)	ບັນຮະຍາຍອອກ
Design (to) (L.5)	ອອກແບບ
Direction (L.6)	ທິດທາງ
Disabled (L.7)	ພິການ
Disagree (to) (L.6)	ບໍ່ເຫັນພ້ອມ
Divorced (L.5)	ຢ່າຮ້າງ
Document (L.6)	ເອກກະສານ
Draft (L.4)	ຂັດເລືອກ
Duty (L.6)	ໜ້າທີ່
Earn (to) (L.1)	ໄດ້ຮັບ
Earn (L.7)	ຜູ້ມີລາຍໄດ້
Earning (L.7/L.8)	ລາຍໄດ້
Education (L.2/L.8)	ການສຶກສາ
Eligibility (L.7)	ການມີສິດໄດ້ຮັບ
Eligible (L.7)	ມີສິດໄດ້ຮັບ
Emphasized (to) (L.5)	ເຫນັ້ນໜັກ
Employment (L.1)	ການວັງ
Encourage (to) (L.6)	ອຸກຮູ້
Establish (to) (L.4)	ຕັ້ງຫວັກ
Evaluate (to) (L.5)	ຕີຮາຄາ
Examine (to) (L.8)	ສອບຖາມ
Exception (L.7)	ການຍົກເວັ້ນ
Expense (L.2/L.7)	ຄ່າໃຊ້ຈ່າຍ
Experience (L.1)	ປະສົບປະການ

Extra-curricular (L6)	ນອກຫລັກສູດ
F.I.C.A. (L8)	ພາສີສັດຕິການສັງຄົມ
Falsity (to) (L10)	ຜິດພາດ
Favorite (L6)	ຍັກຫລາຍກວ່າຫມູ່
Federal (L7)	ຮັຖບານກາງ
Fee (L1/L2)	ຄ່າທຳນຽມ
File (to) (L8)	ເອກກະສານທີ່ເກັບໄວ້
Fill out (to) (L1)	ຊຽມໃບສັກ
Financial (L3)	ການເງິນ
Find out (to) (L2)	ຄົ້ນພົບ
Follow-up (to) (L6)	ຕິດຕາມ
Forge (to) (L10)	ປ່ອມແປງ
Formal (L6)	ຕາມຮະບຽບ
Foundation (L2)	ພື້ນຖານ
Full-time (L6)	ງານເຕັມແປດຊົ່ວໂມງ
Fund (L7)	ກອງທຶນ
Gather (to) (L5)	ລວມເອົາ
Goal (L3)	ຄວາມຕັ້ງໃຈ
Government (L1)	ຮັຖບານ
Grooming (L6)	ສຸພາບຮຽບຮ້ອຍ
Gross (L9)	ທັງຫມົດ
Hand-write (to) (L4)	ລາຍມືຂຽນ
Handle (to) (L10)	ຜັດການ
Happen (to) (L2)	ເກີດເຮືອງ
Health (L7)	ສຸຂະພາບ
Helpful (L2)	ຊ່ວຍຢ່າງເຕັມທີ່
Hiring (to) (L1)	ກຳລັງຮ້າງ
History (L5)	ປະຫວັດ

Hobby (L6)	ງານອະດີເຣກ
Honestly (L6)	ຊື່ສັດສຸດວຣິດ
Honor (to) (L10)	ວ່າຍ
Hourly (L9)	ກິນເງິນຊົ່ວໂມງ
Identification (L7)	ຫນັງສືຢັ້ງຢືນ
Immigration (L5)	ການເຂົ້າເມືອງ
Impersonal (L5)	ຄຳເວົ້າລອຍໆ
Impress (to) (L1)	ຕ້ອງໃຈ
Impression (L3)	ຕ້ອງຕາຕ້ອງໃຈ
Impressive (L4)	ວັບໃຈ
Improve (L4)	ສົ່ງເສີມໃຫ້ດີຂຶ້ນ
Income (L7/L8)	ລາຍໄດ້ປະຈຳປີ
Information (L1)	ລາຍລະອຽດ
Inquiry (L1)	ສືບສວນ
Inquiry (to) (L1)	ຮຽກຮ້ອງ
Instruction (L3/L6)	ການແນະນຳ, ການສັ່ງສອນ
Insurance (L7/L8/L9)	ປະກັນພັຍ
Interest (L1/L2)	ສົນໃຈ
Interrupt (to) (L6)	ຕັດບົດ
Interview (L4)	ສັມພາດ
Interview (to) (L6)	ສຳພາດ
Interviewee (L6)	ຜູ້ຖືກສຳພາດ
Interviewer (L6)	ຜູ້ສຳພາດ
Introduce (L6)	ແນະນຳ
Item (L9)	ຊັ້ນ, ຮັບນຶ່ງ
Legal (L5/L7)	ຖືກຕ້ອງ
Level (L5)	ຣະດັບ
Limitation (L3)	ຂອບເຂດວ່າກັດ

List (to) (L2/L3)	ລົງປັນຊີລາຍຊື່
Locate (to) (L2)	ຊອກຫາ
Logical (L5)	ເຫດຜົນ
Look for (to) (L2)	ຊອກຫາ
Manage (to) (L10)	ຈັດການ
Manner (L5)	ແບບຮຽກ
Marital (L5)	ຄອບຄົວ
Married (L5)	ແຕ່ງງານ
Medical (L7)	ສຸຂະພາບ
Medicare (L8)	ອົງການຂອງຮັບປະກັນທີ່ຕ້ອງເສັ້ນຄ່າໂຮງຫມໍ່ໃຫ້
Mention (to) (L5)	ອ້າງເຖິງ
Messy (L3)	ເລິ່ມເຖິງ, ສົກກະປົກ
Misunderstand (to) (L1)	ເຂົ້າໃຈຜິດ
Monitor (to) (L6)	ຕັກເຕືອນສັ່ງສອນ
Neighborhood (L1)	ຄົນທີ່ອາໄສຢູ່ຂ້າງປ້າມ
Net (L9)	ຂາດຕົວ
Nickname (L3)	ຊື່ຫລິ້ນ
Notice (to) (L1/L2)	ແຈ້ງໃຫ້ຊາບ
Offensive (L3)	ສູ້ຊົນ
Offer (to) (L2)	ຍົກໃຫ້
Omit (to) (L5)	ກໍາຈັດ
Opinion (L6)	ແນວຄິດ
Opportunity (L2/L6)	ໂອກາດ
Organization (L5)	ອົງການ
Overdraw (to) (L10)	ເບີກເກີນເງິນທີ່ມີ
Overlook (L3)	ມອງຂ້າມ
Overtime (OT) (L9)	ລ່ວງເວລາ
Pad (L10)	ເຈ້ຍປັກຊ້ອນກັນ

Part-time (L6)	ເຮັດການບໍ່ເຕັມແປດຊົ່ວໂມງ
Particular (L2)	ຕາມປົກກະຕິ
Paycheck (L9)	ເຊັກເງິນຈ່າຍຄ່າທຳງານ
Payee (L10)	ຜູ້ຮັບເງິນ
Payroll (L7)	ຜແນກຈ່າຍເງິນຄ່າຮ້າງ
Pending (L10)	ຄ້າງຄາຢູ່
Pension (L8)	ເຊັ່ນບໍານານ
Period (L9)	ຄົບກຳນົດ
Permit (to) (L3)	ອະນຸຍາດໃຫ້
Personal (L3)	ສ່ວນຕົວ
Plan (to) (L1)	ອາງແຜນ
Popular (L2)	ນິຍົມ
Portion (L7)	ພາກສ່ວນ
Position (L6)	ຫນ້າທີ່ການ
Preliminary (L5)	ເບື້ອງຕົ້ນ
Presentation (L5)	ການສແດງບົດບາດ
President (L2)	ປະທານ
Private (L1)	ເອກຊົນ, ສ່ວນຕົວ
Process (L1)	ໂກ່ເກັ່ງ
Profit (L2)	ຜົນໄດ້
Pronounce (to) (L6)	ປະກາດ
Pronunciation (L6)	ການອອກສຳນຽງ
Prospective (L3/L5)	ອະນາຄົດຮ້າງຫນ້າ
Provide (to) (L2)	ຈັດແຈງໄວ້ໃຫ້
Punctuation (L4)	ຮັກຕອນ
Purpose (L3/L8)	ຄວາມຮູ້ງຫມາຍ
Qualification (L4/L6)	ຄວາມເໝາະສົມ
Quality (L4)	ເໝາະສົມ

Quit (to) (L6)	ລາອອກ
Race (L3)	ຜົວພັນ
Reader (L2)	ຜູ້ອ່ານ
Recommend (to) (L5)	ແນະນຳ
Reconcile (to) (L10)	ແກ້ໄຂໂທ້ດີຂຶ້ນ
Record (L8)	ປັນທຶກ
Refer (to) (L4)	ເປີດເບິ່ງ
Reference (L3/L6)	ຜູ້ຮູ້ຈັກ, ພັກພວກ
Referral (L4)	ຫນັງສືຕິດຕາມ
Refuse (to) (L3)	ປະຕິເສດ
Religion (L3)	ສາສນາ
Represent (to) (L1/L2)	ເປັນຕົວແທນໂທ້
Require (to) (L1/L2)	ຮຽກຮ້ອງໂທ້
Requirement (L2)	ຄວາມຮຽກຮ້ອງ
Respectful (L6)	ເຕັມດ້ວຍຄວາມເຄົາລົບນັບຖື
Respond (to) (L2)	ຕອບສະໜອງ
Response (L2)	ຄວາມຮັບຜິດຊອບ
Resume (L4/L5)	ປັບຕໍ່ໜັງ
Retirement (L8/L9)	ການອອກກິນເຢັ້ງບໍານານ
Review (L5)	ການທອນຄືນ
Review (to) (L6)	ທອນຄືນ
Rule (L10)	ກົດຮະບຽບ
Rush (to) (L6)	ຜ່າວ
Salary (L9)	ເງິນເດືອນ
Satisfy (to) (L4)	ພໍໂຈ
Savings (L9)	ສະສົມ
Saying (L5)	ກ່າວໄວ້
Schedule (L10)	ກຳນົດເວລາ

Schedule (to) (L6)	ກຳນົດເວລາ
Schooling (L5)	ການເລົ່າຮຽນ
Section (L2)	ເປັນເຂດເປັນຕອນ
Self-confidence (L3)	ໄ້ໂຈຕົວເອງ
Serve (to) (L1)	ຮັບໂຮ້
Service (L1)	ບໍລິການ
Shortcoming (L5)	ຂາດຕົກບົກຜ່ອງ
Sign (L1)	ຮ້າຍ
Single (L5)	ໂສດ
Situation (L2)	ບັນຍາກາດ
Skill (L1/L2)	ຜົນ
Slang (L6)	ພາສາຕະລາດ
Slouch (to) (L6)	ນັ່ງບໍ່ຕົງ
Source (L1)	ທີ່ມາ ຕົ້ນເຫດ
Spare (time) (L6)	ເວລາອ່າງ
Specialize (to) (L1)	ພິເສດສຸດ
Specifically (L3/L4)	ຈຳເພາະ
Spouse (L7)	ຜົວຫາລືເຍັງ
State (to) (L4)	ເຫນັ້ນຫນັກ
Statement (L10)	ໃບລາຍງານ
Status (L5)	ສະຖິຕິ
Straightforward (L6)	ຕົງໄປຕົງມາ
Strength (L5)	ເທື່ອແຮງ
Stub (L9)	ສິ້ນເຫລືອ
Style (L5)	ທຳທາງ
Subject (L8)	ຫົວຂໍ້
Succeed (to) (L4)	ບັນລຸຜົນ
Succinct (L5)	ບັນເຮົາ

Suggestion (L3)	ການແນະນຳ
Summarize (to) (L5)	ຫຼັງໃຈຄວາມ
Summary (L5)	ໃຈຄວາມຫຼັງ
Supervisor (L6)	ຜູ້ດູແລ
Supply (L10)	ອຸປະກອນ
Switch (to) (L8)	ປ່ຽນ
System (L7)	ລະບົບ
Taxable (L8)	ຕ້ອງເສັງພາສີ
Tip (L8)	ເງິນພິເສດ
Title (L8)	ຫນ້າທີ່ການ
Training (L2)	ຝຶກອົບຮົມ
Transaction (L10)	ການເຈົ້າເງິນເຂົ້າອອກ
Tricky (L2)	ຫລອກ
Troublesome (L10)	ມີປັນຫາເກີດຂຶ້ນ
Trust (L7)	ໄວ້ໃຈ
Type (L3)	ແບບ, ສນິດ
Unemployment (L8)	ອ່າງງານ
Unpleasant (L2)	ບໍ່ປະສົງ
Untidy (L3)	ເຮັດເປື້ອນ
Valuable (L1)	ມີຄ່າ
Voluntary (L9)	ອາສາສັມັກ
Waive (to) (L10)	ຍົກເລີກໃບຢັ້ງຢືນລາຍໄດ້ແລະໃບຢັ້ງຢືນພາສ
Well-groomed (L6)	ແຕ່ງຕົວສຸພາບ
Well-prepared (L6)	ຮ້ອນແລ້ວ
Widowed (L5)	ແມ່ຫມ້າຍ
Withhold (to) (L7/L8)	ຫັກອອກໄວ້
Workplace (L6)	ທີ່ທຳງານ



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