

# The Tip



## Something to think about...

Are you honest?

Of course you are!

But how honest are your business partners?

And if they don't cheat you, is it any of your business?

# The Tip

## Vocabulary

|  |   |
|--|---|
| about: be – to do sth. [ə'baʊt]                    | gerade etw. tun wollen                              |
| assemble sth. [ə'sembəl]                           | etw. zusammensetzen                                 |
| bad: feel – about sth. [bəd]                       | etw. bedauern; hier: sich wg. etw. nicht wohlfühlen |
| bald [bɔːld]                                       | kahl  |
| big [bɪg]  | hier: lukrativ                                      |
| billionaire [ˌbɪljə'neəriə]                        | Milliardär(in)                                      |
| business angel<br>[ˌbɪznəs 'eɪndʒəl]               | Geldgeber, der in junge Unternehmen investiert      |
| cash register ['kæʃ ,redʒɪstə]                     | Kasse   |
| chew sth. [tʃuː]                                   | etw. kauen  |
| clear the table [ˌkliə ðə 'teɪbl]                  | den Tisch abräumen                                  |
| collect sth. [kə'lekt]                             | hier: etw. holen, nehmen                            |
| come on! [ˌkʌm 'ɒn]                                | komm schon!, kommen Sie schon!                      |
| contract ['kɒntrækt]                               | Vertrag   |
| cooperative workshop<br>[kəʊ,ɒpəreɪv 'wɜːkʃɒp]     | genossenschaftlicher Betrieb                        |
| fountain pen ['faʊntɪn pen]                        | Füller  |
| hesitate ['hezɪteɪt]                               | zögern  |
| like: what are you –? [laɪk]                       | wie sind Sie so?                                    |
| spectacles ['spektəklz]                            | Brille  |
| stake [steɪk]                                      | Beteiligung   |
| start-up company<br>['stɑːt ʌp ,kʌmpəni]           | neugegründetes Unternehmen                          |
| supplier [sə'plɑː]                                 | Lieferant(in)                                       |
| tape [teɪp]  | Klebeband   |
| Themes [tiːmz]                                     | Themen  |
| you're my kind of man<br>[jʊə ,maɪ ,kaɪnd əv 'mæn] | so ein Typ wie Sie gefällt mir                      |

### A CLOSER LOOK

**tip** (*Trinkgeld*): In the UK, you are not always expected to leave a tip, but it is common. The customer generally leaves a small amount, about ten per cent of the sum, on the table. Some restaurants now add a "service charge" of 12–15 per cent to the bill.

## Reading activities

- 1 Read the story and complete the information in the story matrix (p5). Compare your version with a partner.
- 2 Listen to the recording (or your teacher reading *The Tip* aloud) and read the story at the same time.
- 3 Read the story silently. Time yourself. It should take about one minute for you to read 200 words.
- 4 Re-tell *The Tip* to a partner using only the story matrix.

# The Tip

**NEAR** Piccadilly, in the centre of London, there is a cheap, old-fashioned Italian snack bar called Franco's. It was here that I had lunch with the richest man I had ever met, Archibald Gabriel. Not that he looked rich. He was small, round, about 60 years old. He wore a suit that didn't fit and his spectacles were held together by tape. By the way, I'm Tony, Tony Spark, and I was having lunch with Archie because I wanted his money.

You see, Archie is a business angel. He looks for small start-up companies like mine and, if he likes the company's product or service enough, he invests in it. Three or four of his investments are now really big, and their owners are all billionaires. So, I drank my coffee and listened to Archie telling me that what he mainly looked for in his business partners was honesty.

"It's like this place, Tony," he said, waving a fork full of lasagne in the air. "Franco's is honest, you know what you're getting. That's why I come here. And in business, I need to trust the people I work with. So, what are you like?" (200)

I told him about the ten people in my company, and how I had made them all junior partners so that we could all benefit from our work. I told him about our suppliers in India, and how we had set up a small cooperative workshop in a village outside Delhi for the women who assembled our products. And he loved it, he real-ly did. He chewed his way through his food, nodding his big, bald head and noisily drinking his tea.

"Tony, you're my kind of man," he said when I was finished. "If you give me a 25 per cent stake in your company, I'll provide the money you need to expand. Think about it and come to my office tomorrow."

"I can tell you now, Archie!" I replied happily. "The answer is 'yes'."

He laughed and shook his head. "Take your time. I'll see you tomorrow."

I stood up. "Well, let me get lunch." I then paid at the cash register and put a couple of pound coins on our table as a tip for the waiter, who was in the middle of a long, complicated phone call. Archie was finishing his tea, so I went to the back of the snack bar to collect our coats from where we had hung them. It took a couple of minutes for me to find them both. By the time I had returned, Archie was standing, ready to go. (400+)

"Well," he said. "See you tomorrow." We shook hands and he walked away quickly. I turned to collect my bag, and then stopped and stared at the table. The cups and plates were still there, but the coins were gone. His phone call finished, the waiter came over and started to clear the table. I felt bad about his tip, so I left two more coins.

Outside, my first reaction was to laugh. Archibald Gabriel, a rich, successful businessman, stealing table tips! And after all his talk about honesty! But as I walked down Piccadilly towards Hyde Park Corner, I started thinking. How did I feel about Archie now? Was he just careful with money? Or was he stealing from the waiter? No, I'd left the tip, so Archie had stolen from me. If I didn't mind, then it was OK. But was this a good person to do business with? The questions went round and round my head like hamsters in a wheel.

I couldn't sleep that night. I had to make a decision. Finally, I got out of bed, took a piece of paper and wrote down all the advantages of having Archie as a business partner. It was a long list. (600)

Then I turned the paper over to list the disadvantages. There was just one: Archie stole small tips in bars and restaurants. It was stupid to worry about it. Of course I would make him my partner. At last I fell asleep.

Next morning, I went to his office. His secretary brought me coffee and I stood looking at the view of the River Thames from his office window, waiting for him and trying to ignore the questions that were starting up again.

"Well?" said a voice behind me. Archie had come in and was sitting at his desk with the contract. I sat down and he looked at me encouragingly.

## The Tip

I couldn't say anything. A minute passed. It felt like an hour.

"Archie, thank you for wanting to invest in my company," I said finally. "But... no."

"No?" he said. "But yesterday, you... What happened?"

It was difficult, but I had to tell him. "It was the tip. You stole the waiter's tip from the table."

"Without me, it'll be much harder for you."

"Yes, but I need to be able to trust the people I work with."

"Come on, Tony — it was just two pounds! Are you sure you won't change your mind?"

Again I hesitated, then shook my head. I was about to go when there was a knock on the door, and the waiter from Franco's came in. He walked over to Archie's large desk, where he placed two one-pound coins.

"This is Franco," said Archie. "An old friend of mine."

"I don't understand..."

"Well, I couldn't trust somebody with my money who let me steal tips from a waiter, could I?" Archie handed me his fountain pen, smiling.

And I signed the contract.

(932)

**Language point**

**Let me get lunch** is what you say when you offer to pay the bill for another person. You can also say: "Let me get this", "I'll get it", "This is on me" or "It's my treat". Don't use the word "invite" (*einladen*), as this is only used for asking someone to come to a party or other event ("We invited 150 guests to our company anniversary" = *Wir haben 150 Gäste zu unserem Firmenjubiläum eingeladen*).

# The Tip

## Story matrix

|                       |  |
|-----------------------|--|
| <b>Theme</b>          |  |
| <b>Where</b>          |  |
| <b>Key characters</b> |  |
| <b>Main action</b>    |  |

### Key events

|   |
|---|
| 1 |
| 2 |
| 3 |

### Results

|  |
|--|
|  |
|  |
|  |

### End result

|  |
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|  |
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### Key phrases / vocabulary

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## The Tip

1 *“It isn’t possible to do business in some countries without giving bribes. It is unreasonable for western companies to be expected to operate there according to the same legal standards as in their own country.”*

What do you think?

2 In business you sometimes have to cooperate with people you do not completely trust. This could be when signing a contract for a multi-million € deal, or just taking your car to the garage for its service check.

Have you ever felt uncomfortable about the honesty of your business partner? Why? What was the end result?

### 3 **Case study:**

You find out that a good friend of yours at work has charged your company for the cost of an expensive restaurant meal, using a receipt he found on the street when you were on a business trip together. On that evening you both ate in McDonalds. Your boss now asks you if you really did both eat in the expensive restaurant as your friend claims.

What do you say?