

## Case Study 4

<b>Client</b>	Private Equity Firm
<b>Trainee</b>	Corporate Lawyer
<b>Profile</b>	Rafa was a corporate lawyer about to take up a position in the international section of a Spanish private equity bank. He would be working mainly in English. Having used little English in his previous role, he needed a highly intensive course to prepare him for the communicative challenges of his new role.
<b>Programme</b>	Task-based programme with a broad range of objectives for intensive vocabulary acquisition, and communicative competence in spoken and written English. Skills mix was 60% speaking skills for face-to-face interactions, 20% writing skills for presentations and reports, 20% reading skills for work-related documents and articles.
<b>Schedule</b>	80 hours: 5 x 4-hour sessions per week x 4 weeks
<b>Outcomes</b>	<p><b>Task Based Outcomes</b></p> <p>Confident in his ability to perform in English all of the key objectives set, Rafa benefitted from a comprehensive programme working with a wide range of inputs and using role-play, case studies and debates. Task-related achievements included:</p> <ul style="list-style-type: none"> <li>• Preparing and delivering financial services sales pitches</li> <li>• Assessing risk for investors and stakeholders</li> <li>• Analysing problems and presenting solutions</li> <li>• Resolving conflict – negotiating contracts</li> <li>• Describing plans, purposes and objectives</li> <li>• Promoting change management policies</li> <li>• Forecasting financial trends</li> <li>• Interpreting and explaining financial data</li> <li>• Describing diagrams, line graphs, bar charts</li> <li>• Summarising news articles and recognising bias</li> <li>• Debating social, political and cultural issues</li> <li>• Leading meetings and summarising outcomes</li> <li>• Brainstorming – inviting and sharing differing viewpoints</li> </ul> <p><b>Skills Outcomes</b></p> <p>Rafa greatly improved his speaking, writing and reading skills, including:</p> <ul style="list-style-type: none"> <li>• <b>Lexical range:</b> much wider and deeper knowledge of vocabulary for the financial sector and general purposes, for spoken interactions and faster reading ability</li> <li>• <b>Writing:</b> Making presentations more communicative: engaging attention, setting out clear objectives; developing an argument; concluding</li> <li>• <b>Reading:</b> How to read structurally complex sentences and paragraphs; following signposting; extracting key points; predicting meaning from context; scanning and speed-reading techniques, topic-specific vocabulary expansion</li> </ul>
<b>Testimonial</b>	<i>“My training course was focused on speaking and my key goal was to improve my communication skills. Highly qualified teachers’ feedback was mainly addressed to provide me with alternatives that native speakers use, which was really useful. I recommend the school to make fast progress through courses tailored to your needs.”</i>