"It's fine to celebrate success, but it is more important to heed the lessons of failure."

Bill Gates, founder of Microsoft

1. Success Discussion

1. Think of the most successful person you know. How did they become successful?
2. What indicates that a person is successful?
3. Which of the following are indicators of success in your country? Exotic holidays, cosmetic surgery, designer clothes, an exclusive club membership, a house cleaner, a 4x4 vehicle.
4. What personal qualities do successful people have? Which of these qualities do you have?
5. Can you think of any people who failed in their job? What happened? Why was it considered a failure?
6. What do you consider to be a successful career? Have you had a successful career? What would need to happen for you to consider your career successful in the future?
7. What would be considered a failure in a career?
8. What mistakes have you made in your career?

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2. Success Vocabulary

- **a recipe for disaster** (noun) – *something likely to fail or cause problems.*
- **to fail miserably** (verb) – *to completely fail; to fail in spectacular fashion.*
- **to pass the buck** (verb) – *to blame someone else, or shift the responsibility to someone else, for something you should take responsibility for.*
- **to fall at the first hurdle** (verb) – *to fail at the beginning or at an early stage.*
- **back to square one** (phrase) – *to start something again from the beginning after a failure or problem.*
- **rags to riches** (phrase) – *to transition from being very poor to very rich.*

Using the vocabulary words above, complete the following sentences (remember to use the correct form of the word, e.g. verb conjugation or plural noun)

1. If you aren't meeting your targets, do something about it. Don't _____ to other members of the team.
2. Roman Abramovich's _____ story began by being born into poverty and orphaned at the age of two. Later in life, he would found an oil business that was sold to Gazprom for $13 billion.
3. Terry had his business plan all laid out, but he _____ when the bank refused to grant him a loan.
4. Not creating a backup of your work is _____.
5. The director hated the marketing idea, so we're _____ to think of a new idea.
6. Despite positive reviews, *Blade Runner 2049* _____ at the box office, losing the production company approximately $80 million.

Success vocabulary comprehension questions

1. What is a recipe for disaster at work?
2. When have you failed miserably?
3. Has anyone passed the buck where you work?
4. Can you think of something that fell at the first hurdle?
5. When have you had to go back to square one?
6. Can you think of a rags to riches story?

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3. Video: The Stages of Success

You are going to watch a TED Ed video by Richard St. John called "Success is a continuous journey."

Watch the video here: https://yourenglishpal.com/blog/business-english-conversation-lesson-plan-success/

Watch the video and after, discuss the following questions:

1. Does working hard always lead to success?
2. Have you ever reached success but then stopped trying to improve?
3. Can you be successful if you don't follow your passion?
4. How can you keep pushing yourself?
5. What skills do you need for success?
6. Can you think of more keys that lead to success?

4. Success Conversation Questions

1. What determines whether a business is successful? Is it anything more than the amount of profit it makes?
2. What must businesses do to ensure success?
3. What determines whether a business is a failure?
4. How can businesses protect themselves from failure?
5. What are some of the biggest failures in the history of business?
6. How can businesses help their employees to succeed? How has your company helped you to succeed?
7. Is the best way to learn through failures and mistakes? If so, do have the opportunity to learn from your mistakes at work?
8. Is success and failure down to anything more than luck?

5. Success Writing Task

Think of a successful person. Write a short bio of how they became successful then write down what advice could be taken from their story for others to become successful.

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6. Success Answers

2. Vocabulary

1. pass the buck
2. rags to riches
3. fell at the first hurdle
4. a recipe for disaster
5. back to square one
6. failed miserably

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