

**1 Do the quiz.**

1 When was the company Netflix started?  
**a** 1987                      **b** 1997                      **c** 2007

2 Where was it started?  
**a** Canada                      **b** United Kingdom                      **c** United States

3 Who started the company?  
**a** Jeff Bezos                      **b** Mark Zuckerberg                      **c** Reed Hastings

4 What kind of company is it?  
**a** Entertainment                      **b** Online shop                      **c** Software

5 Which of these things could you do with Netflix?  
**a** blog                      **b** post                      **c** stream

6 What does Netflix not have?  
**a** awards                      **b** rules                      **c** subscribers

**1b Put this information in the correct column.**




has completely changed the way we watch TV and films

explains the secret to his company's success in a book                      wrote *The Culture Map*

teaches at INSEAD, one of the best business schools in the world

started the global entertainment company Netflix                      looked at the culture of Netflix

worked as an unpaid teacher for the Peace Corps in Southern Africa

 <b>Reed Hastings</b>	 <b>Reed Hasting and Erin Meyer</b>	 <b>Erin Meyer</b>

**2** Read and decide if these things are T (*true*) or F (*false*) for Netflix today. Correct the false ones and try to explain why they are false.

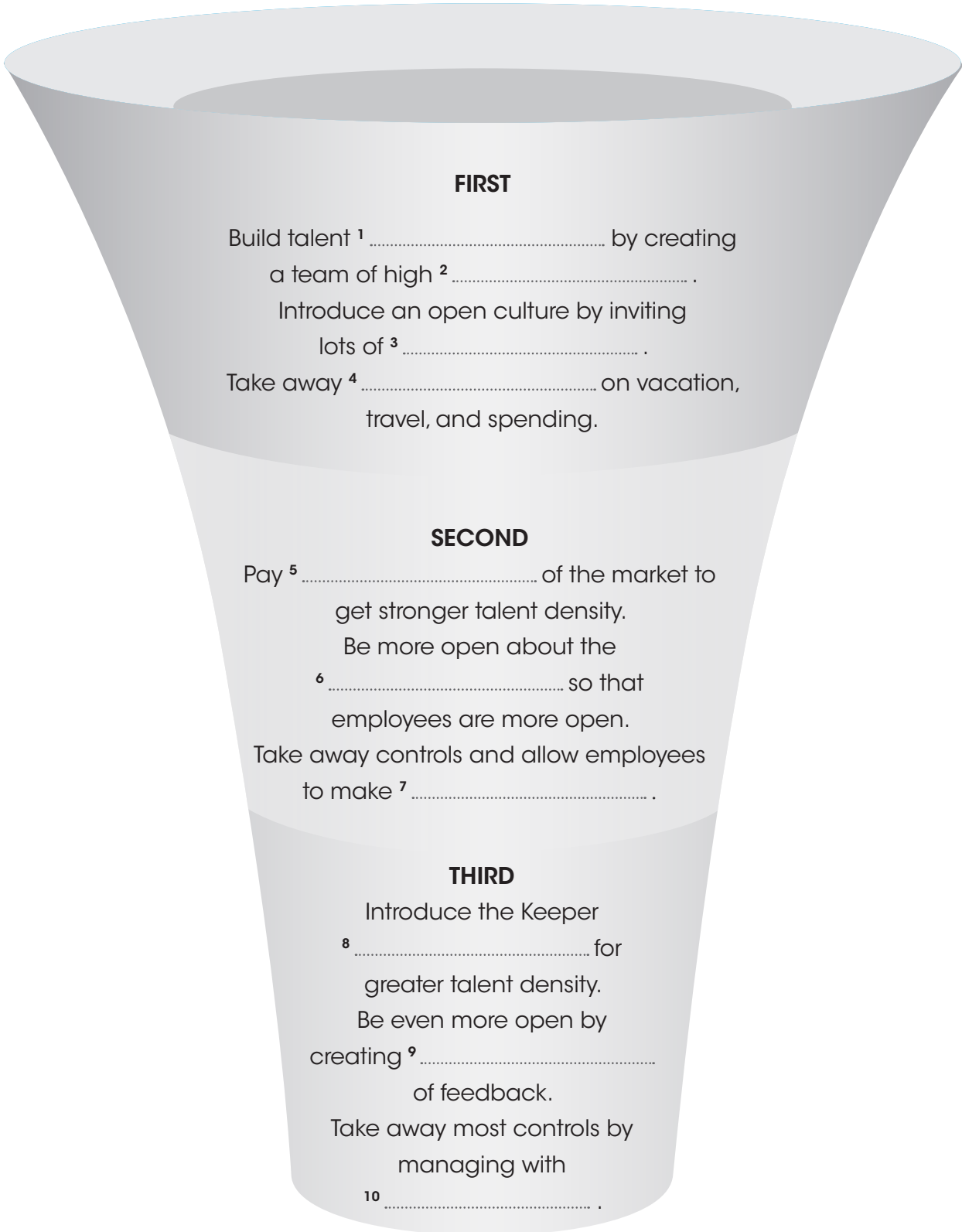
- 1 Only say about someone what you will say to their face. ....  
.....
- 2 Managers must not take lots of vacations. ....  
.....
- 3 Freer people feel more responsible. ....  
.....
- 4 Spend company money like your own. ....  
.....
- 5 Bonuses are good for flexibility. ....  
.....
- 6 When recruiters call ask, "How much?" ....  
.....
- 7 Do not try to please the manager. Try to do what is best for the company. ....  
.....
- 8 We are a family, not a team. ....  
.....

**2b** Say which of the ideas in 2a you like best and why.

.....  
.....  
.....  
.....  
.....

**3** Complete the diagram with the missing words.

test	circles	feedback	decisions	performers
controls	density	organization	context	top



**4a Explain these words and expressions from the book.**

1 Talent density

.....  
 .....

2 Rock-star pay

.....  
 .....

3 The Keeper Test

.....  
 .....

4 A written 360 review

.....  
 .....

5 Live 360s

.....  
 .....

6 Circle of feedback

.....  
 .....

**4b Complete these lists. Put the words from the box into the correct categories.**

compete   organization   perform   competitor   performance   competition  
 employee   management   employment   critic   engineering   manage   research  
 engineer   criticize   manager   organize   researcher   employ   performer

Action	Person	Thing

**5a** Work in pairs. Imagine that you are going to start a new company. Think about what kind of company it is going to be and write a list of rules for it. Think about things like: vacations, pay, where people can work, what they are responsible for, and how you hire and fire employees.

A large rectangular area with a light gray background, containing 15 horizontal dotted lines for writing.

**5b** Present your ideas to another pair.

**5c** Give feedback about the ideas you have heard. Remember that it should be open but not upset them, as well as helpful and achievable

