



**Dialog:**

A: What are you doing tomorrow?

B: I'm starting my MBA.

A: I thought you hated business. What changed your mind?

B: I do hate it, but I need to start making more money.

A: MBA's are a **dime a dozen** these days. Are you sure that is the **best route to take**?

B: I want to ask my boss for a big pay raise. I don't think I'll be able to get much of a pay raise without an MBA.

A: Why not?

B: An MBA will **justify** my request.

A: **Don't sell yourself short.** Your boss knows how valuable you are to the company. You've been there for years. You don't need a **piece of paper** to prove anything. **It's all in your head.**

B: I think you might be right.

**Phrases and Vocabulary Used:**

**Dime a dozen:** This phrase means that something is not very valuable. A dozen means 12. A dime means 10 cents. A dime a dozen obviously means worth very little money. It is often used as an exaggeration, but it's a fun way to make a point.

Lawyers are a dime a dozen is another common one.

**Best route to take:** A "route" is a choice or set of choices. People have lots of different options in their lives. Each option is a different route. Clearly some routes are better than others.

**Justify:** To "justify" something it basically means to prove it is reasonable.

You are not a kid anymore. You make your own decisions without having to justify them.

**Don't sell yourself short:** This phrase means, "don't undervalue yourself". Give yourself credit.



**Piece of paper:** Sometimes we refer to university degrees as "pieces of paper". It's what to say when you want to show that a degree isn't as important as someone might think.

**It's all in your head:** This phrase means that it is untrue in reality, but only seems true from the person's point of view.

### Full Podcast Transcript:

Back here on the microphones, back at china232.com Add...we are in the new studio in the new apartment for the very first time recording here... little bit of a different atmosphere, but it feels ... it feels better actually it's bigger, it feels good...right, lesson 120 it feels like we're right back at home on the mic's... doesn't it?...feels right back at home on the mic's and we have some phenomenal news here. No surprises at China232...we're going to change things up a bit and the change, Add is actually going to be a massive improvement...sounds exciting...a major improvement...people have been wanting more lessons... and they're going to be getting more lessons and they've wanted transcripts, everything that we're saying instead of just the dialogue. People want to know every little word that were saying in case they miss it.... going to be getting that starting very soon. What else Add?...We're going to be doing one lesson a week... we're still then be doing the free ones. We are going to be adding a VIP membership though... we could charge a lot of money because I mean, everybody loves the show... we know we could do that but....Add..we're not really in it for the money are we?...well we're not in it for the money, but we would like some money I think...we would like something...but for the VIP membership we could charge a lot obviously... we're not going to...we're going to do a ridiculously low annual membership of 75 US dollars a year, which is actually.... It's really too cheap, I'm almost embarrassed to admit it...um..now you can still get the shows, we're still gonna do the odd free show in case somebody can't afford it... because, well we're really just such nice guys... we don't want anyone to leave....but we're going to be doing more shows. Bonus shows and a ton of them for only 75 bucks a year, it's ridiculous... right, so you're going to be getting the new bonus shows plus the whole transcripts of the shows so you can know exactly what we're saying. Hopefully it will make sense on paper...Yeah, now this one's a free one and then there's three more that we're putting up today at the same time, if you go to the website and you sign up for this membership VIP, you're get three more bonus ones plus a new one every week. Sounds too good to be true... it is true Add! I'm glad that it is true...It is true...so before you sign up for the premium VIP membership, remember to go onto the site and look how to do it because you have to do a few steps. It's not very difficult, but I just want to make sure that you do it properly. If you have any difficulties send us an e-mail... hopefully you won't because we do have a smart group. If you don't want to sign up for any reason, don't worry about, you don't



[LESSON 120 - MBA](#)

have to, although it is a good investment in yourself because we've really got some incredible topics on the VIP section Add. Also for the VIP section, I think our theme is going to be "Improve your English and also improve your life"...yeah, that's pretty much the theme of this one, but it's gonna go even more in detail....well at least we're consistent right? Well at least we're consistent...its gonna be good..this one... another dialogue no surprise. Very good dialogue and let's jump into it Add, no secrets, lets go.

A: What are you doing tomorrow?

B: I'm starting my MBA.

A: I thought you hated business. What changed your mind?

B: I do hate it, but I need to start making more money.

A: MBA's are a **dime a dozen** these days. Are you sure that is the **best route to take**?

B: I want to ask my boss for a big pay raise. I don't think I'll be able to get much of a pay raise without an MBA.

A: Why not?

B: An MBA will **justify** my request.

A: **Don't sell yourself short.** Your boss knows how valuable you are to the company. You've been there for years. You don't need a **piece of paper** to prove anything. **It's all in your head.**

B: I think you might be right.

Great dialogue Add, very realistic... we've talked to a lot of people in this kind of situation... people going through school, considering going back to school. Now, this doesn't mean we think exactly what we're saying...but this dialogue could happen...and there's a lot of juicy terms, a lot of good stuff in here, and some good points to bring up. Right, it could be a good idea to go back to school, but make sure you're going back for the right reasons and not just for some piece of paper you think that will help in your resume...Right, so anyways, So Add's saying he's going back for an MBA. And I'm just kinda having fun with the guy in the dialogue and I'm saying. You know, MBAs are a dime a dozen these days...now this is a phrase you hear a lot in English...a dime a dozen, and a dozen means 12...like a dozen eggs we say, 12 eggs, and a dime is 10 cents, so if you pay \$.10 for 12 of something, it means that each thing is not worth very

## LESSON 120 - MBA

much. So if you say something is a dime a dozen, it basically means, it's not worth very much, it's kind of useless... Right, it also means that there's a lot of them, and of course, there's so many that they're not going to be very valuable... Right, so if I said, an MBA... MBAs are a dime a dozen these days. That's kind of implying that there's really a lot of MBA, a lot of people have their MBA. So because of that they're not nearly as valuable as they used to be... there's so many of them as Add said... such a huge supply. Who's going to be paying all this money for MBAs... like for example if everybody had their MBA, they wouldn't be worth as much as if of only a few people had the MBA... ahh... right, exactly... right and if you're getting your MBA just to impress your boss, he already knows who you are, you're not going for a new job. I don't think this MBA is going to help you that much, probably... Right, now depending on what kind of company you're in, some of them, they do want you to go back and take this, so you can get a pay raise, they have a specific reason. But if you're just taking it and thinking magically you're going to get more money... might not be. As I said in the dialogue, "the best route to take"... and... a route to take... if you're talking about a "root" or some people say a "rout", but I say "root", and it's a choice or a set of choices, people have lots of different options in their life, and each option is a different route. Obviously some routes are better than others. So if I said, Are you taking your MBA is this the best route? Is this the best option for you? You don't have to do that. Maybe you could be something else I'm just wondering, are you sure this is the best route, is the best option? Right, you're questioning the path and maybe it's a good one, maybe it isn't... who knows? I certainly do not... Add certainly doesn't, but he says, he doesn't think he's going to be able to get a big pay raise without this MBA, and I'm saying why not? And he says an MBA will justify his request... so if you're trying to justify something... it means you're basically trying to prove that it's a reasonable request or a reasonable thing to do... Right, I'm trying to show in some way that in some way this MBA is going to help me add value to the company, this is what I'm thinking I guess... Right, a lot of people have this kind of thought. They're scared to ask for a raise or to even ask for a job without some kind of degree, and it's not necessarily true. It doesn't mean it's bad, but it's not necessarily true... and another way to use this word justified, I could say, you're not a kid anymore. You can make your own decisions without having to justify them... it means you don't have to explain them to anybody else, you can just do them for your own reasons and don't worry about it. It's another way to use the word... Right, once you're an adult you don't have to explain to anyone else, or you shouldn't... although I find that some people have to explain to their boyfriends or girlfriends, and I think that's not a very good healthy relationship... A lot of justification is needed sometimes Add, and I'm trying to give Add confidence here, Add thinks he needs an MBA, really for confidence it sounds like in this dialogue, and I said look, don't sell yourself short, and this phrase means don't undervalue yourself... give yourself some credit, don't assume that you suck basically... Don't let people think that you need this MBA to do better... you're already pretty good, you've been in the company for a long time. You've been doing very well... Don't sell yourself short! Hey, maybe you can get the pay



raise without going through the hassle and the expense of getting the MBA... Right, and just because you get the MBA...Is that really gonna help you in the company? You have to have another reason, how's that gonna help, just the MBA itself doesn't necessarily help the company... Right, and the next one I said you don't need a piece of paper to prove anything and sometimes we talk about degrees, like an MBA, is a type of degree... is a piece of paper. Of course, the paper means something theoretically, if you get an MBA. It means you passed the tests, but, at the end of a day it's a piece of paper, and I say you don't need this piece of paper to prove something to either yourself or your boss. And when you're kind of making fun of a degree, and you're putting it down. Often we talk about them as a piece of paper, like it's really...you're kind of belittling it, you're saying there is really nothing more to the degree than just a piece of paper...Right, you're exaggerating for effect is what you're doing, you know it's a little bit more than a piece of paper... it means something, you have some more knowledge, but you know, make sure that you're getting it, again for the right reasons...Yeah, now we're...in this dialogue Add, we're looking like we're really against MBAs, which we're not at all, but just it's something to think about... a lot of good kind of words and phrases to use here...Right, and you're just playing the role of saying in the dialogue, just telling me that I don't necessarily need one, so think about it really, is what you're saying. Yeah, I'm just wondering why... I'm not saying it's bad, I'm just wondering why...and I said it's all in your head...this is the last phrase we have here... and this is a good one in English. If someone says it's all in your head. The phrase means that in reality it's untrue, but it only seems true to the person... that it's in their head...So Add thinks in the dialogue he needs this MBA in order to justify the pay raise. And I'm saying, hey look, in reality, that might not be the case... this is all in your head. It's not really true...Right, it sounds like I'm just trying to justify it to myself that I can get a raise...So if I get an MBA, that's the only way I can add value...Right, so he's trying to build confidence for himself. Maybe he's a little bit afraid to ask the boss for a raise without the MBA...Anyway, so for this lesson, it's gonna come to a close...another phenomenal one Add...and we are going to provide a look at the VIP service for free with this lesson, and give the complete transcript, so if you go to [triple WdotChina232.com](http://tripleWdotChina232.com)...You're going to see this time, that you get the entire lesson... every single word that we say...which should really help you a lot...and it's a huge investment in yourself, but this time it's free Add! Just to kind of give you a taste of what's to come...Right, kind of a taste of the good life for the VIP section is what we like to call it...the VIP section... at taste of it here at [China 232.com](http://China232.com), love to hear from you see you soon!