

Business Top Trumps cards

Robert (Bob)

Managing Director



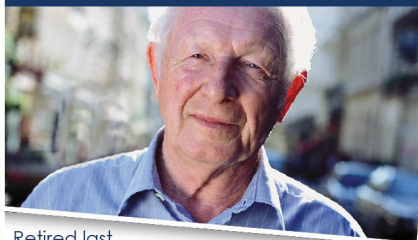
Plays golf.

Has two ex-wives and three adult children. Rumours that he is having an affair with someone from the company. Generous annual bonus if the company is successful – in danger of losing his position if it isn't. Headhunted, with a substantial bonus package, to turn the company's fortunes around. Hasn't had a holiday since 2002.

Rank (in company)	25
Earnings	£900,000
Promotion chances	5
Years in company	2
Stress level	70

Reginald (Reg)

Company Founder (retired)



Retired last

year due to health problems. 'Works' as a consultant. Misses being at the office. Visits regularly and often 'gets in the way'. Member of the local Chamber of Commerce and Lions Club. Started with nothing and worked his way up. Supports vocational training schemes for young people from disadvantaged backgrounds.

Rank (in company)	15
Earnings	£200,000
Promotion chances	5
Years in company	47
Stress level	20

Valerie

PA to MD



Devoted

company 'mum'. No children of her own. Always has a sympathetic ear for her colleagues' problems. Looks after the MD in personal and business matters. Worked for Reg, the company founder, for 25 years. Finds Robert demanding and impatient. Has difficulties doing things the 'modern way'. Is worried she might be replaced by someone younger.

Rank (in company)	15
Earnings	£40,000
Promotion chances	5
Years in company	27
Stress level	75

Jolene

HR Manager



Reputation

for being tough. Thinks her deputy is weak. Wants to see more women in top positions in the company. Rock climber. Founder of the company sports programme. Would like to have children but can never find time to discuss it with her partner. Currently sits on the local council and would consider a full-time position in politics.

Rank (in company)	22
Earnings	£64,000
Promotion chances	10
Years in company	11
Stress level	55

Philippe

HR Officer



Jolene's

unofficial deputy. Hopes to become Head of HR or another department one day. Or maybe start his own business and become a millionaire. Lots of ambition and ideas but no strategy to realize them. Married with two young children. Often late home after going out with his friends. Has a small house, large mortgage and large debts.

Rank (in company)	10
Earnings	£32,000
Promotion chances	7
Years in company	4
Stress level	75

Su Lin

Quality Control Manager



Checks the

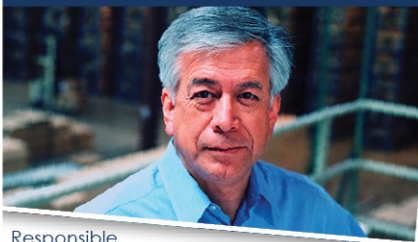
quality of raw materials the company uses, as well as the quality of the goods they produce. Degree in chemistry. Speaks English, Chinese and Spanish. On a temporary contract that has so far been renewed each year. Single. Supports her parents in China and pays her siblings' university fees.

Rank (in company)	21
Earnings	£45,000
Promotion chances	5
Years in company	3
Stress level	40

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Name	Job	Description	Rank (in company)	Earnings	Promotion chances	Years in company	Stress level
Dina	Purchasing Assistant	Has been at the company since she left education. Has worked part-time since she had her son, who is now three. Loves her job and the independence it gives her. Gets on well with her colleagues and is in line for a promotion. Under pressure from her husband's family, who think she should stay at home and have more children.	8	£25,000	10	8	40
Marco	IT Support	Knows everyone in the company and how much they all depend on him. Plays drums in a band. Single. Likes to flirt with all the young women in the company. Ambition is to set up his own internet-based business and retire by the time he's 40. Has access to all the staff email accounts.	12	£40,000	7	2	25
Jonathan	Lawyer	Specializes in corporate law. Not employed by the company but on a retainer. Advises the company on legal matters. Knows everything about the company (including the founder's former dealings). Harvard-educated. In a wheelchair since he broke his back in a riding accident.	23	undisclosed	5	13	55
Ivy	Canteen Supervisor	Loves her job, but doesn't love the people she has to work with. Recent cuts to her budget mean she has to buy cheaper ingredients. This goes against her principles of providing tasty and healthy food for all 'her' workers. Her motto is: a hungry employee is an unhappy employee. Despises the regulations imposed by Health and Safety.	7	£26,000	6	25	30
Murat	Plant Foreman	Responsible for training apprentices. Member of the works council. Union rep. Cleared by a tribunal after one of his apprentices had a serious accident while under his responsibility. Not everyone on the factory floor believes he should have been let off with just a warning. His sister wants him to get apprentice positions for his nephews.	12	£46,000	7	19	60
Dave	Maintenance Manager	Trained as electrician. Used to work in a team of maintenance workers and handymen, now works alone (occasionally with an apprentice) and is solely in charge of building maintenance. Health and Safety rep. Prefers to work at his own pace but is often very behind in his work.	8	£33,000	5	23	25

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Joy Cleaner  Employed via an agency. Works 4 till 8pm, five days a week. Studying part-time for a degree in engineering. Speaks very little English. Has three children; the eldest helps her clean the offices after the employees have left. It's like she is invisible; hardly anyone in the company 'sees' or acknowledges her. <table border="1"> <tr><td>Rank (in company)</td><td>1</td></tr> <tr><td>Earnings</td><td>£12,000</td></tr> <tr><td>Promotion chances</td><td>7</td></tr> <tr><td>Years in company</td><td>5</td></tr> <tr><td>Stress level</td><td>40</td></tr> </table>	Rank (in company)	1	Earnings	£12,000	Promotion chances	7	Years in company	5	Stress level	40	Ralf Warehouse Manager  Responsible for sending out products and taking in deliveries. Also in charge of distributing factory supplies such as protective clothing and tools. No one really knows anything about him. He seems to have been working in the warehouse forever – and acts as though he has. Good with paperwork but not with people. <table border="1"> <tr><td>Rank (in company)</td><td>9</td></tr> <tr><td>Earnings</td><td>£33,000</td></tr> <tr><td>Promotion chances</td><td>9</td></tr> <tr><td>Years in company</td><td>10</td></tr> <tr><td>Stress level</td><td>35</td></tr> </table>	Rank (in company)	9	Earnings	£33,000	Promotion chances	9	Years in company	10	Stress level	35	Albert (Big Al) Truck Driver  Worked directly for the company for ten years. When the logistics department, and consequently his job, were outsourced, he moved to the agency that got the contract. Asthmatic. Married to a nurse. Three children. Breeds pedigree dogs to make extra money but hates having to sell the puppies. <table border="1"> <tr><td>Rank (in company)</td><td>5</td></tr> <tr><td>Earnings</td><td>£24,500</td></tr> <tr><td>Promotion chances</td><td>7</td></tr> <tr><td>Years in company</td><td>1</td></tr> <tr><td>Stress level</td><td>25</td></tr> </table>	Rank (in company)	5	Earnings	£24,500	Promotion chances	7	Years in company	1	Stress level	25
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Nicole Assembly Worker  Started as apprentice. Only woman on her shift – also one of the best workers on the factory floor. Suffers from back problems. Has a chip on her shoulder (thinks the whole world is against her). Would like to have a family but lives on her own with five cats. Would like to retrain but doesn't know as what. <table border="1"> <tr><td>Rank (in company)</td><td>5</td></tr> <tr><td>Earnings</td><td>£25,000</td></tr> <tr><td>Promotion chances</td><td>12</td></tr> <tr><td>Years in company</td><td>13</td></tr> <tr><td>Stress level</td><td>65</td></tr> </table>	Rank (in company)	5	Earnings	£25,000	Promotion chances	12	Years in company	13	Stress level	65	Vince Sales Representative  Thinks he's God's gift to women. Always hanging around the reception. Imagines himself to be a wine connoisseur. Smokes large cigars. Has achieved the best sales figures for the last five years running. Is worried about losing this top position and the bonus that comes with it. Smooth talker but knows his subject well. Travels abroad a lot. <table border="1"> <tr><td>Rank (in company)</td><td>12</td></tr> <tr><td>Earnings</td><td>£50,000</td></tr> <tr><td>Promotion chances</td><td>9</td></tr> <tr><td>Years in company</td><td>8</td></tr> <tr><td>Stress level</td><td>60</td></tr> </table>	Rank (in company)	12	Earnings	£50,000	Promotion chances	9	Years in company	8	Stress level	60	Jason Apprentice  Goes to college two days a week where he is top of his class. Spends the rest of the time learning practical skills on the factory floor. Very artistic, excellent cartoonist, but currently his only artistic outlet is graffiti. Father and uncle also work in the company. Is top goalscorer in the local football team. <table border="1"> <tr><td>Rank (in company)</td><td>3</td></tr> <tr><td>Earnings</td><td>£15,000</td></tr> <tr><td>Promotion chances</td><td>15</td></tr> <tr><td>Years in company</td><td>2</td></tr> <tr><td>Stress level</td><td>20</td></tr> </table>	Rank (in company)	3	Earnings	£15,000	Promotion chances	15	Years in company	2	Stress level	20
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Danielle

Trainee Sales & Marketing Assistant

Comes from a French-Algerian diplomatic background. Went to school in the UK. Speaks French, Arabic, English and Spanish. Her uncle is the CEO of a large French multi-national and has close connections to the French and Algerian governments. Timid and not very self-confident. Is not aware of her potential.

Rank (in company)	6
Earnings	£17,000
Promotion chances	13
Years in company	1
Stress level	25

Angela

Accounts & Pay-roll Clerk

Moved to the area two years ago. She is pregnant but hasn't yet told her colleagues. Doesn't get on very well with her boss. Recently attended an intensive training seminar and is currently the only one in the department who knows how to use the new finance software properly.

Rank (in company)	7
Earnings	£30,000
Promotion chances	11
Years in company	2
Stress level	55

Yuri

Machine Operator

Owned a small company in the Ukraine which went bankrupt. Good worker. Rather silent. Keeps himself to himself. His wife runs a local support group for Russian speakers. He supports his wife when he's not on his allotment or at the chess club. They worry about their adult son and the company he keeps.

Rank (in company)	8
Earnings	£27,000
Promotion chances	9
Years in company	5
Stress level	33

Lee

Fork-lift Truck Driver

Former heavy-weight boxer. Did badly at school and left without any qualifications. Wants to go to night school but feels embarrassed. Volunteers at a youth club twice a week. Also works weekends as a doorman as he would like to buy a flat or small house with his long-term girlfriend and young son.

Rank (in company)	5
Earnings	£17,000
Promotion chances	6
Years in company	14
Stress level	20

Michael

Production Manager

Is the main line of communication between the factory floor and the offices. Probably the person with the most power in the company. All decisions and changes go through him. In constant competition with the young and glamorous R&D manager. Never talks about his private life. Drives a solid, expensive German car.

Rank (in company)	24
Earnings	£100,000
Promotion chances	8
Years in company	3
Stress level	70

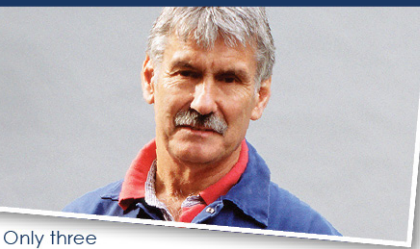
Jasmine

Customer Services Supervisor

Recently returned to work after a six-year break. Her children are now both at school. Runs a lunchtime yoga group. This helps control her own stress levels, which can be high when dealing with both dissatisfied customers and her small team of helpline operators who all share one office.

Rank (in company)	11
Earnings	£25,000
Promotion chances	9
Years in company	6
Stress level	50

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Holly Receptionist  First full-time job. Is the first person visitors see when they enter the company building. Hasn't made any female friends in the company yet. Doesn't want to stay in the job for more than another year but is nevertheless proud of her current position. Spends too much time on her personal smartphone. <table border="1"> <tr><td>Rank (in company)</td><td>5</td></tr> <tr><td>Earnings</td><td>£18,000</td></tr> <tr><td>Promotion chances</td><td>9</td></tr> <tr><td>Years in company</td><td>1</td></tr> <tr><td>Stress level</td><td>25</td></tr> </table>	Rank (in company)	5	Earnings	£18,000	Promotion chances	9	Years in company	1	Stress level	25	Norman Security Officer  Works at the security gate. Sits in own glass office which overlooks the car park and front door. Raises the car-park barrier if he deems a person worthy of entry. Used to be in the army. Recently widowed. Thinks he is the most important person in the company and that everybody should obey his rules exactly. Secret drinker. <table border="1"> <tr><td>Rank (in company)</td><td>1</td></tr> <tr><td>Earnings</td><td>£25,000</td></tr> <tr><td>Promotion chances</td><td>5</td></tr> <tr><td>Years in company</td><td>17</td></tr> <tr><td>Stress level</td><td>30</td></tr> </table>	Rank (in company)	1	Earnings	£25,000	Promotion chances	5	Years in company	17	Stress level	30	Bernard Painter  Only three years until his retirement. His position is unnecessary as there are now robots that do his job in a fraction of the time, but it would cost the company too much money to make him redundant. He knows this, which is why he takes everything very easy. Is good with the apprentices, who like to listen to his stories about the old days. <table border="1"> <tr><td>Rank (in company)</td><td>5</td></tr> <tr><td>Earnings</td><td>£29,000</td></tr> <tr><td>Promotion chances</td><td>5</td></tr> <tr><td>Years in company</td><td>46</td></tr> <tr><td>Stress level</td><td>20</td></tr> </table>	Rank (in company)	5	Earnings	£29,000	Promotion chances	5	Years in company	46	Stress level	20
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Doris Office Assistant  Does all the office jobs that no one else wants to: refilling the paper tray in the copier, sending faxes, filing, etc. Used to job-share, but now her job is part-time only. Doesn't want to work full-time as she 'needs to do her housework'. Heavy smoker. Likes to arrange staff nights out and then gossip about fellow employees. <table border="1"> <tr><td>Rank (in company)</td><td>5</td></tr> <tr><td>Earnings</td><td>£13,500</td></tr> <tr><td>Promotion chances</td><td>6</td></tr> <tr><td>Years in company</td><td>32</td></tr> <tr><td>Stress level</td><td>20</td></tr> </table>	Rank (in company)	5	Earnings	£13,500	Promotion chances	6	Years in company	32	Stress level	20	Frank R&D Manager  Recently moved from a company based in Paris. Liaises daily with business partners worldwide who are working in different time zones. Usually the last to leave and often takes work home with him. Wife also in high-flying job. Two difficult children. Nannies are constantly leaving their employ. Does not get on with the Production Manager. Suffers from migraines. <table border="1"> <tr><td>Rank (in company)</td><td>22</td></tr> <tr><td>Earnings</td><td>£90,000</td></tr> <tr><td>Promotion chances</td><td>8</td></tr> <tr><td>Years in company</td><td>1</td></tr> <tr><td>Stress level</td><td>70</td></tr> </table>	Rank (in company)	22	Earnings	£90,000	Promotion chances	8	Years in company	1	Stress level	70	Andi Technical Designer / CAD  Sporty and 'cool'. Speaks almost-perfect English but with a slight accent. Brings a dog to work. This is allowed (with occasional moans from others in the department) as Andi is by far the best designer the company has ever employed. Runs marathons for charity and brings delicious cakes for the department every Monday. <table border="1"> <tr><td>Rank (in company)</td><td>21</td></tr> <tr><td>Earnings</td><td>£40,000</td></tr> <tr><td>Promotion chances</td><td>12</td></tr> <tr><td>Years in company</td><td>4</td></tr> <tr><td>Stress level</td><td>20</td></tr> </table>	Rank (in company)	21	Earnings	£40,000	Promotion chances	12	Years in company	4	Stress level	20
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