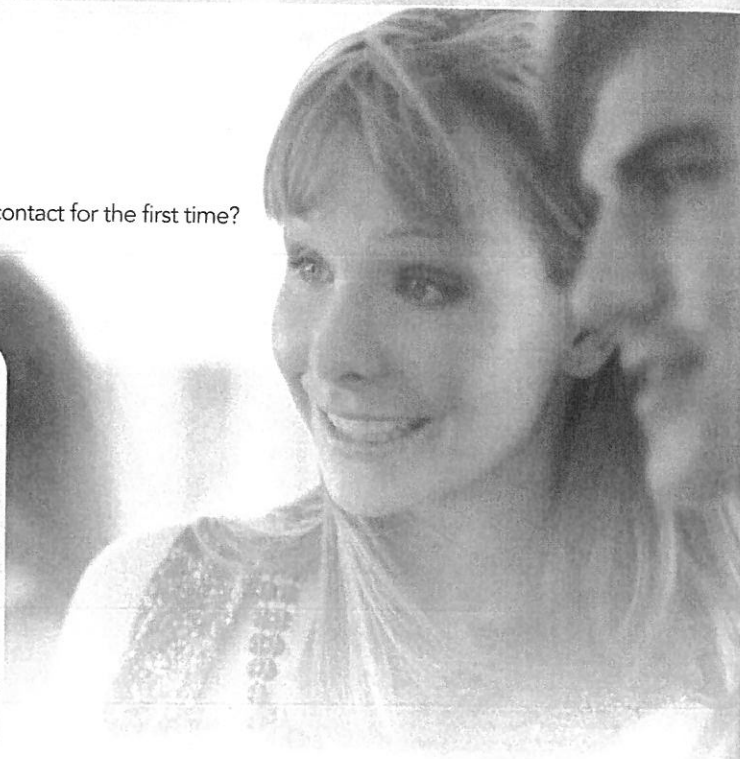


# 1 Question forms

## Listening: Speed is the word

### 1 Discuss these questions.

- 1 How can people make new business contacts?
- 2 What questions would you ask when meeting a potential business contact for the first time?



### 2 What do you understand by 'speed business networking'? Look at the text and see if you are right. Do you think it can work?

Looking extremely graceful in her smart two-piece suit, Louise Delville is casually holding a drink in one hand and a list of names in the other. She is listening intently to a man who is talking to her with genuine enthusiasm. They frequently exchange warm smiles.

You'd be forgiven for believing that these two are at an ordinary party. But after a few minutes, a gong sounds and each moves to a different partner. 'Ah,' you think, 'speed-dating!'

You are not far from the truth, although Louise is not looking for someone romantically compatible. She has just received an MBA from a prestigious business school, and her ambition is to become a business development manager.

This evening, together with dozens of other graduates and as many executives, she is attending a speed-networking event. The aim of this particular event is to enable young graduates and business executives alike to establish valuable connections.

### 3 Look at the text again and make questions for these answers.

- 1 A smart two-piece suit.
- 2 A list of names.
- 3 Just a few minutes.
- 4 No, it isn't.
- 5 She'd like to become a business development manager.
- 6 Because they hope to make useful professional connections.

### 4 Write three questions about speed networking – things you'd really like to know about it. Then work in pairs and compare your questions.

### 5 1.2 Listen to a radio programme about speed networking. Which of your questions, if any, does it address?

### 6 Listen again and complete the interviewer's questions.

- 1 \_\_\_\_\_ ask you a couple of questions?
- 2 How \_\_\_\_\_ work?
- 3 \_\_\_\_\_ you \_\_\_\_\_ job seekers and employers, for instance?
- 4 \_\_\_\_\_ people attend such events, by the way?
- 5 \_\_\_\_\_ people \_\_\_\_\_ to walk around and mingle in any way they like?
- 6 How long \_\_\_\_\_ they \_\_\_\_\_ to one another?
- 7 \_\_\_\_\_ during those six minutes?
- 8 \_\_\_\_\_ effective?

### 7 Do you agree with the woman's assessment of how effective speed-networking events are? Why/Why not?

## Grammar: Question forms

**8** Put the questions in exercise 6 into two groups and complete the sentence below.

### yes / no questions

Questions number

1 \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_

The usual word order in yes / no questions is: auxiliary before subject.

The auxiliary can be any form of *be*, *have* or *do*, or a modal like *can*, *will*, *should*, etc.



When a question word is the subject of a question, we do not use *do does did*: see for example questions 4 and 7 in exercise 6.

### wh- questions

Questions number

2 \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_

The usual word order in wh- questions is: question word + auxiliary + subject.

Question words are *how*, *why*, *when*, *who*, *whose*, *which*, *what* and *where*.

>> For more information on question forms, see pages 162–163.

**9** Make questions from the groups of words in the box. Then match the questions to B's answers in the conversation below.

- a yourself five time see do years' where you in
- b hope what achieve you do to
- c this you career influenced choose what to
- d with up going anyone to you are follow
- e from you graduate did where
- f in are business of what you line
- g changed a college how person you has as
- h been Bonn how you in working have long

1 A: \_\_\_\_\_?

B: I'm in property investment.

2 A: \_\_\_\_\_?

B: Well, my favourite aunt was an estate agent. I used to help her in the summer.

3 A: \_\_\_\_\_?

B: Since I graduated in 2004.

4 A: \_\_\_\_\_?

B: The Munich Business College.

5 A: \_\_\_\_\_?

B: It's showed me the value of teamwork, and it's made me more goal-driven.

6 A: \_\_\_\_\_?

B: I'd like to set up my own international real estate agency.

7 A: \_\_\_\_\_?

B: Well, I want to make valuable business connections.

8 A: \_\_\_\_\_?

B: Sure! I'm having lunch with a realtor from California on Thursday.

## Speaking: Question time

**10** Work in pairs. Your task is to ask your partner questions until their reply consists exactly of the short sentence on your card.

Sentence on A's card: **No, never.**

A: Are you sometimes late for work?

B: Well, yes, but not very often.

A: Do you ever have breakfast in bed?

B: Only when I'm ill.

A: Have you ever been to Korea?

B: No, never.

Student A: Turn to File 1, page 114.

Student B: Turn to File 63, page 126.

**11** Work in pairs. Take turns to ask (and answer) as many questions as you can to get to know each other better. You have three minutes altogether.

Find out which pair has asked the most questions.

## Writing: An evaluation questionnaire

**12** Work in pairs. You have just organized a speed-networking event for young graduates and employers. In order to continue to ensure quality, you want some written feedback from the participants on specific aspects of the event. Agree together on six key questions.

**TALKING POINT** Some big companies, such as Deloitte, organize speed-networking events for their own members of staff from different departments. What do you think of the idea?