

## UNIT 6- HUMAN THINKING

### READING I- Fast Cars, Big Money



#### PREVIEW THE READING

##### A- Quick Discussion

Discuss these questions with your classmates.

1. How does someone become a successful athlete?
2. What are some things people give up or sacrifice in order to be successful?
3. Look at the photo. What do you think these women needed to do in order to be successful?

**B- Preview** Read the headings. What do you think is the purpose of the article? Check (✓) your answer.

- ☐ to explain the sport of Formula 1 car racing
- ☐ to encourage businesses to invest in car racing
- ☐ to compare Formula 1 car races around the world
- ☐ to show why car racing is an expensive sport

**C- Vocabulary** Here are some words from Reading 1. Read the sentences. Circle the word or phrase that can replace the bold word without changing the meaning of the sentence.

1. A company **logo** often gives the full name of the company or the first letter of the name.  
**symbol / address / rule**

2. Many companies regularly **sponsor** sports teams so that they can put advertising on their uniforms. **support / watch / buy**

3. A brand-new business cannot be **assured** that it will succeed right away.  
**worried / sure / interested**

4. Businesses need to make a **profit** consistently in order to be successful.  
**income / friends / decisions**

5. When companies **invest** money to make a new product, they have to consider the costs carefully. **need / lose / spend**

6. The Internet has given businesses access to a bigger **market** around the world.  
**number of customers / number of difficulties / number of computers**

7. Large companies generally have more **stability** than small businesses.  
**choice / strength / problems**

8. It is wise to invest in **dependable** companies because they tend to manage their money well.  
**new / reliable / different**

9. There has been a large **expansion** in the number of bilingual jobs because of the global economy. **decrease / growth / cost**

10. In order to be successful, a business needs to consider its **image**, or the way the public sees it. **attitude / appearance / growth**



## ***FAST CARS, BIG MONEY***

### **DOES YOUR BUSINESS NEED A BOOST?**

1 Imagine 350 million people seeing your company **logo** every year. Imagine this number growing even higher every year. Imagine being part of one of the most prestigious and glamorous sports in the world and making millions of dollars at the same time. Sound attractive? Hundreds of companies have already discovered the financial benefits of **sponsoring** Formula 1 racing. When you choose to sponsor a team, you can be **assured** that your company will grow financially and globally.

### **WHY ARE COMPANIES INTERESTED?**

2 Companies have realized that investments in the sport of auto racing can bring them huge **profits**. Businesses, including banks, hotels, and telecommunication companies, **invest** tens of millions of dollars every year to sponsor race teams. Hundreds of millions of people watch car races every year. For companies, this is an enormous **market**.

3 Cars race around the track with company logos stuck to the doors, hood, and trunk, and people notice. Corporate sponsors can invest \$5 million in a race team and make \$30 million or more from car advertising. These costs are cheap compared to the profits. Sponsoring a team also shows the financial **stability** of your company. Race cars can cost tens of millions of dollars, and race teams can spend up to \$300 million a year. Companies who invest in race teams are showing the world that they are powerful and **dependable**.

### **WHY IS INVESTING NOW A GOOD IDEA?**

4 Much of Formula 1's current success comes from its **expansion** to global markets. Although most races are in Europe, today there are races in the Middle East and Asia. Companies support worldwide expansion because it gives them new customers in emerging markets. They can push their brand globally. Many companies have already invested in Formula 1's most recent host locations, including Bahrain, Abu Dhabi, and Singapore. As a result, they have been able to expand their business to the Middle East and Asia. These areas of the world are full of business opportunities, and Formula 1 racing has brought them more growth and success. Expanding overseas also shows that your company has a global message, which is important in today's global economy.

### **WHY SHOULD MY COMPANY INVEST?**

5 Thanks to a strong business mentality, Formula 1 racing has become a profitable sport for corporations to invest in. The global economy is always changing, but the industry has succeeded by finding new ways to make more money. Sponsoring a team will not only bring your company profits, but will also improve your company's **image** as a business that is stable and globally-minded. Take advantage of this wonderful business opportunity and enjoy being part of this glamorous, thrillseeking sport. Vroom vroom!

## WORK WITH THE READING

**A- Identify** Read the main ideas. Write the paragraph number where they are found.

- \_\_\_ 1. By sponsoring a Formula 1 team, a company will grow financially and globally.
- \_\_\_ 2. Formula 1 sponsorship is profitable and shows that a company is powerful and reliable.
- \_\_\_ 3. Sponsors can make a lot of money from car advertising.
- \_\_\_ 4. Formula 1 racing is a good investment today because of its expansion to global markets.
- \_\_\_ 5. Sponsorship brings companies profits and improves their image.

**B- Categorize** Work with a partner or group. Complete the graphic organizer for Reading 1. List two reasons that answer each question.

	REASON 1	REASON 2
1. Why are companies interested in Formula 1 racing?	Companies can make huge profits	
2. Why is investing in Formula 1 racing now a good idea?		It shows that a company has a global message.
3. Why should companies invest in Formula 1 racing?		

**C- Identify** Read these sentences from Reading 1. Then answer the questions. Find the sentences in the reading to help you.

- 1. (Paragraph 1) Imagine **this** number growing even higher every year.  
What number does *this* refer to? \_\_\_\_\_
- 2. (Paragraph 2) For companies, **this** is an enormous market.  
What market does *this* refer to? \_\_\_\_\_
- 3. (Paragraph 3) **This** cost is cheap compared to the profits.  
What costs does *this* refer to? \_\_\_\_\_
- 4. (Paragraph 4) **These** areas of the world are full of business opportunities.  
What areas of the world does *these* refer to? \_\_\_\_\_
- 5. (Paragraph 5) Take advantage of **this** wonderful business opportunity and enjoy being part of **this** glamorous, thrill-seeking sport.
  - a) What business opportunity does *this* refer to? \_\_\_\_\_
  - b) What sport does *this* refer to? \_\_\_\_\_

**D- Apply** Scan Reading 1 for the missing information. Use key words in the sentences to help you find the answers. Then complete each statement.

1. Businesses that sponsor race teams include \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_.
2. Company logos are stuck to the \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_ of race cars.
3. Although most Formula 1 races are in Europe, today there are races in \_\_\_\_\_ and \_\_\_\_\_.

**E- Identify** Scan Reading 1 again for the missing numbers. Use key words in the sentences to help you find the answers. Then complete each statement.

1. Every year, \_\_\_\_\_ million people watch Formula 1 races.
2. Businesses invest \_\_\_\_\_ of \_\_\_\_\_ of dollars every year to sponsor race teams.
3. Corporate sponsors can invest just \_\_\_\_\_ in a race team and make \_\_\_\_\_ or more.
4. Race teams can spend up to \_\_\_\_\_ a year.



## WRITING I

### IDENTIFYING FACT AND OPINION

\* A **fact** is something that people generally agree is true. Facts are sometimes supported by statistics or other numbers.

Water freezes at 0° Celsius.

Paper is one of the easiest materials to recycle.

In the United States, 18 percent of old TVs are recycled.

\* An **opinion** is what a person thinks about something. Another person may not agree.

English is an easy language to learn.

Consumers are more interested in a product's price than in its quality.

Advertising has a bad influence on our spending habits.

\* When reading, it's helpful to understand the difference between facts and opinions. Some words that can indicate an opinion are: *(not) think*, *(not) believe*, *(not) feel*, and *in my opinion*.

I don't think English is an easy language to learn.

The author believes advertising has a bad influence on our spending habits.

**A. Read these sentences from Reading 1. Write F (fact) or O (opinion). Then compare your answers with a partner.**

- \_\_\_\_\_ 1. It's now easier to replace an item than to repair it.
- \_\_\_\_\_ 2. Many materials such as paper, plastic, and glass can be replaced, but only a small percentage of these are actually recycled.
- \_\_\_\_\_ 3. Perhaps recycling is not the answer.
- \_\_\_\_\_ 4. We should think about repairing something before we toss it in the trash.
- \_\_\_\_\_ 5. We are all responsible for taking care of our environment.
- \_\_\_\_\_ 6. People are throwing away twice as much trash as they did 40 years ago.

**B. Write a sentence with an opinion and a fact about each topic. For your opinion sentences, use (not) think, (not)believe, (not)feel, and in my opinion.**

**1. colour**

Fact:

---

Opinion:

---

**2. cell phones**

Fact:

---

Opinion:

---

**3. recycling plastic, paper, and glass**

Fact:

---

Opinion:

---

**4. shopping online**

Fact:

---

Opinion:

---

## Stating Opinions

Successful writers clearly state their opinions when they write an opinion essay. You can state your opinion with opinion phrases or with modals. Remember to support your opinion with details.



<b>Opinion phrases</b>  In my opinion, In my view, I believe (that) I think (that)	In my opinion, both parties have a role to play in dealing with this global problem.
<b>Modals</b>  should / shouldn't ought to need to/ don't need to/ must / don't have to	The government needs to play a larger role in fighting obesity.  Individuals ought to make better food choices .

Notice how writers often use different words to mean think when they present their opinion about an argument. This helps avoid repetition.

Many people	<b>think</b> <b>argue</b> <b>believe</b> <b>claim</b> <b>feel</b> <b>insist</b> <b>suggest</b>	that individuals should be responsible for their own health.
-------------	--	--

## OPINION ESSAY GUIDED EXERCISES

**PRACTICE 1:** Read these introductory paragraphs to different opinion essays. Which is the best thesis statement for each essay?

1. Advertising has been around for many years, and most people just accept it as part of our lives. But I was watching TV with my young son the other night when he pointed out to me the name of a particular computer that he noticed on the show we were watching. That's when I realized that advertising has invaded our lives too much. If my son recognizes a company logo that easily, I wonder how much more advertising he is being exposed to without even realizing it? Enough is enough.

- a) There should not be any advertising on the internet.
- b) Advertising products within television shows should be banned.
- c) We need to find a way to reduce the amount of advertising in our lives.

2. While watching my son's baseball game the other night, I noticed something new on the fence surrounding the field. There was a huge advertisement for a popular brand of soda. I was absolutely shocked! How could an advertisement for junk food be placed in view of all of the children and parents? I realize now that this huge corporation is giving money to my son's school, but at what cost?

- a) Advertisements for unhealthy food or drinks should not be on school property.
- b) I think soda advertisements are very funny.
- c) I think it's wonderful that companies are paying for sports programs.

3. With new technology, advertising can be very deceptive. For example, many beauty ads show women with perfect skin and hair. In reality, their photos have been "touched up" by computer software programs. Men, too, are shown as very muscular and strong, when the reality may be quite different. Men and women both age naturally, but advertisements show a different kind of person—one who never gets old.

- a) I think changing the way someone looks in a photo is an outdated advertising trick.
- b) I think advertisements should show people of different ages, shapes, and sizes, not just young people.
- c) I think computer software programs are very innovative.

4. I was watching TV last night and I realized something about my life: I'm missing a lot of things. When I saw a commercial for a new sports car, I realized I don't have the most modern car. An ad for flat-screen TVs reminded me that my television is eight years old. And finally, the travel commercials reminded me that I don't have the money to travel to exotic places and stay in world-famous resorts. So, in the end, all of these ads make me feel like a failure. This is the reason why I don't want to watch TV at times.

- a) Advertising on TV should provide us with details about all the latest products.
- b) Advertising on TV should entertain us.
- c) Advertising on TV should not make us feel like we are unsuccessful.



**PRACTICE 2:** Read the sample essay and match the following statements so that they fit in the paragraphs.

**Smoking should be banned in all public places. What is your opinion? Explain it with your reasons.**

As society grows more and more health-conscious, stronger voices to ban smoking in all public areas begin to emerge. Banning smoking in public has been used as a means for governments to discourage smoking and also to improve the image of cities. It is almost impossible to achieve consensus on this issue as it creates great inconvenience for the smokers.

(1)\_\_\_\_\_.

(2)\_\_\_\_\_. Cigarettes are known to contain carcinogens that have been associated with increased rates of lung cancer and heart disease. However, the hazard does not end there; second-hand smoke has been proven to create more detrimental effects on health on both smokers and the people around them. This is especially harmful for those with weaker immune systems such as children and the elderly.

(3)\_\_\_\_\_. One's personal enjoyment should not be at the expense of others' health. When a person smokes in indoor public areas such as restaurants and shopping centres, pollutants continue to circulate the premise and affect the health of everyone within the building. It is unfair for non-smokers to be forced to share the health risks of smokers.

(4)\_\_\_\_\_. Negative effects of smoking go beyond the smoker himself, creating health problems for everyone else. While some choose to accept the side effects of smoking, the risks of smoking should not be forced upon others. Therefore, in my humble opinion, smoking should be banned in public places.

*a) To sum up, public places are shared by all, smokers and non-smokers, old and young, and should be made safe for all.*

*b) Looking at it from a health aspect, smoking should be banned in public places because it is not only a health hazard for the smoker, but it also harms others.*

*c) However, I believe smoking should be banned in public places and my reasons are as follow.*

*d) Looking at it from a sociological aspect, smoking should be banned in public places because smoking is a personal choice.*

**PRACTICE 3:** Read the following essay and write the missing sentences.

**IN OR OUTSIDE OF SCHOOL?**

Some people strongly believe that they learn more outside of school. However, I disagree with this belief as most of the knowledge that I have learned in my life has been through school \_\_\_\_\_.

Firstly, there are many experts in various fields that can guide a student. Outside of school, it is difficult to find people as knowledgeable as the teachers you can find within schools. This lack of experts makes learning about anything outside of school difficult. The advantages of having teachers really become obvious when students begin to study subjects at advanced levels. To learn anything extensively, teachers are absolutely necessary.

Secondly, going to school allows students to come into contact with others that have interests similar to their own. Having a group of peers that are studying the same topics can be an incredible resource for knowledge. For instance, these peers can provide the necessary help and support when a student has trouble learning about a difficult subject. I have had many experiences in school where my peers have helped me to understand a difficult concept.

Finally, going to school provides a structured environment where a person is exposed to a number of different viewpoints and subjects. Since students need to take many different courses, they get a much broader understanding of a field. Those who choose to learn outside of a school are less likely to encounter views that differ from their own or to be exposed to new schools of thought.

In brief, \_\_\_\_\_

## SAMPLE STUDENT ESSAY

### Unacceptable Effects of Consumerism on a Society

Human beings tend to consume things ever since they existed and this consumption has adversely affected society since ~~then that time~~. Although many people say that consumerism is significant and necessary, ~~I~~ **I** believe that it has inadmissible results on society because it causes ~~to be~~ dissatisfaction and inability to save ~~the~~ money.

First of all, consumerism generates a dissatisfaction effect on society. People always want more than what they have. For example a girl buys a dress and a few days later she sees ~~the~~ **a** different color of the same dress on ~~their~~ **her** friend so ~~that~~ she goes **to** the shop and buys ~~which have different color~~ another dress too. Dissatisfaction causes unhappiness ~~on a~~ **in** society. People are **may get** unhappy **when** they do not have what they see in other people's. Hence, consumerism is not a good thing because of causing lack of satisfaction.

Additionally, people cannot save their money because of consumerism. They tend to buy almost everything they see, even if they don't need it. As a result of ~~result of~~ this, they cannot control their budget and they do not have enough money to purchase what they really need. They cannot invest for the future because they have lost their ability to save money because of consumerism. For instance, especially woman purchase too many clothes so that they cannot go to the country they **want to travel** so much ~~beacuse~~ **because** they have no money left. Therefore, consumerism creates unacceptable consequences ~~for this situation~~.

To sum up, ~~I~~ **I** agree with **the idea** that consumerism has inadmissible effects on society. People have lost ~~their features~~ **sense** of gratification. In addition, they cannot save money so they become unable to do something they need.



### WRITING TASK 5

**Write a well-organized opinion essay about one of the topics given below.**

1- "Do you think advertising helps or harms us?"

2- "Advertisements are sometimes misleading. Do you agree or disagree with this opinion?"

**EDIT-** Complete the self-assessment checklist before you hand in your essay.

SELF-ASSESSMENT	YES	NO
Does the essay include an introductory paragraph, two / three body paragraphs, and a concluding paragraph?		
Does the essay start with an introductory paragraph with a hook and give important background information regarding the topic?		
Is there a clear thesis statement?		
Do the body paragraphs provide details and /or examples ?		
Does the concluding paragraph summarize the information you have put in the essay?		
Have you used the opinion phrases and modals suitably?		
Does the essay include vocabulary from the unit?		
Did you check your essay for punctuation, spelling, and grammar?		

## READING II- Practice Makes Pain



### PREVIEW THE READING

#### A- Quick Discussion

**Discuss these questions with your classmates.**

1. Are competitive sports good for children?
2. Do you think coaches and parents have a responsibility to try to stop children from getting hurt while doing sports? Why or why not?
3. Why do you think athletes like to 'push through their pain' instead of quitting?

**B- Preview** Look at the title. What do you think the writer will say about child athletes?

**Check (✓) your answer.**

- o It's easy for children to be successful in sports if they start early.
- o The sacrifices children make for success in sports are sometimes too great.

**C- Vocabulary** Here are some words from Reading 2. Read the sentences. Circle the word or phrase that can replace the bold word without changing the meaning. Then compare your answers with a partner.

1. Ice skating is a **demanding** sport that requires a lot of time, practice, and hard work.  
a. difficult                      b. expensive                      c. harmful
2. Putting kids in sports at a young age is a growing **trend** in many countries today.  
a. new profession              b. general change              c. high cost
3. We cancelled the soccer game **due to** the pouring rain. It was too wet and dangerous to play.  
a. because of                      b. in order to                      c. late for
4. The official made a **motion** with his hand to let the runners know it was time to start the race.  
a. ticket                              b. question                              c. movement
5. Athletes who play sports **aggressively** get hurt more frequently than athletes who don't.  
a. forcefully                      b. quietly                              c. quickly
6. Most competitive athletes earn money for playing sports, but gymnasts are an **exception**. They do not receive a salary.  
a. new rule                              b. someone not included                      c. professional athlete
7. Competitive athletes must have **dedication** because it takes a lot of time and hard work to be successful in sports.  
a. money                              b. skill                                      c. commitment
8. Sore, aching muscles are a warning **sign** that you have exercised very hard.  
a. signal                              b. injury                                      c. sacrifice
9. It can take months for an athlete to **recover** from a serious injury.  
a. compete                              b. get sick                                      c. get better



## **PRACTICE MAKES PAIN**

**1** At ten, Courtney Thompson was a top-ranked gymnast in New Hampshire. She had been doing flips since she was one and had her heart set on competing in the Olympics. She practiced four and a half hours a day, six days a week, often repeating the same move 100 times. Her **demanding** schedule *took a toll*<sup>1</sup>. It got to the point where Courtney could barely straighten her elbows unless she put ice on them. On January 12, 2005, she had to stop in the middle of a floor routine. "I jumped up and grabbed my arm. It hurt really bad."

**2** Doctors discovered that Courtney's constant workouts had caused the cartilage, or connective tissue, in her elbow to separate from the bone. She had surgery on both arms and went through months of painful *rehabilitation*<sup>2</sup>. Courtney's experience is part of a growing **trend** in youth sports—kids and teens were starting to have the same type of injuries that only Professional athletes used to have. Experts say kids are pushing their bodies to the limit, practicing sports too hard for too long. The exhausting schedules often lead to dangerous injuries that could keep young athletes from competing—permanently.

### **Under Strain**

**3** According to experts at The Physician and Sportsmedicine journal, between 30 and 50 percent of youth sports injuries are **due to** overuse. Overuse injuries are caused by repetitive **motion** that, over time, puts more stress on a body part than it can handle. The tissue or bone eventually breaks, stretches, or tears.

**4** Danny Clark ended up with an overuse injury last year. The teen baseball player from Altamonte Springs, Florida, hurt himself by throwing 80 pitches in a single game after two months of not pitching at all. The sudden repetitive action tore Danny's rotator cuff. The rotator cuff is a group of four muscles and the tendons that connect them to bones in the shoulder. Afterward, he couldn't pitch for two months and needed five months of physical therapy.

### **Too Much, Too Soon**

**5** Experts say injuries such as Danny's are on the rise, in part because more and more kids are leaving casual sports for organized team competitions that require hours of practice and game time. "Kids [are] playing sports more **aggressively** at younger ages," explains James Beaty, an orthopaedist in Memphis, Tennessee.

**6** Kevin Butcher, a 15-year-old soccer player from Fort Collins, Colorado, is no **exception**. He plays soccer three or four times a week for nine months a year. His **dedication** pays off—last year he helped lead his team to a state championship. But his success came with a price. "Last year, I sprained my ankle a few times, *dislocated*<sup>3</sup> a bone in my foot, and broke both sides of my *pelvis*<sup>4</sup>," Kevin says. The first time he broke his pelvis, Kevin didn't realize it for about a month. He played through the pain until doctors forced him to rest. When he dislocated a bone in his foot, a physical therapist put the bone into place, bandaged his foot, and let him play the next day.

### Knowing Your Limits

**7** Not every kid who plays sports ends up with serious injuries. Experts say the key to avoiding injury is paying attention to your body. Feeling sore after practice is OK, but sharp pain is a warning **sign** that shouldn't be ignored. Kevin learned that lesson while **recovering** from his second broken pelvis in less than a year. "There's definitely a glory in playing through pain, but I think there is a limit. You just have to know when to stop."

*1 take a toll: to have a negative effect*

*2 rehabilitation: the process of returning to a normal life again after an injury*

*3 dislocate: to put a bone out of its correct position*

*4 pelvis: the set of wide bones at the bottom of your back that connect to your legs*

### WORK WITH THE READING

**A- Explain** Answer the questions. Write the paragraph number where the answer is found. Then discuss your answers with a partner.

1. What are many youth sport injuries due to? Paragraph:

2. What causes an overuse injury? Paragraph:

3. Why do children in youth sports have more injuries today? Paragraph:

4. Why do organized team competitions cause more injuries? Paragraph:

5. How can child athletes avoid injury? Paragraph:

**B- Categorize** Scan Reading 2. Complete the chart with the missing information.

Name	Home	Sport	Injury
1. Courtney Thompson	New Hampshire		
2.		baseball	
3.			Sprained ankle, dislocated bone, broken pelvis





## WRITING II

### SENTENCE PROBLEMS

#### PARALLEL SENTENCE STRUCTURE

In order to make your writing easier to read, you need to follow certain rules. One of these rules is called parallelism. Here are some examples:

\* Not Parallel: Mary likes hiking, cooking, and to ride a bicycle.

\* Parallel: Mary likes hiking, cooking, and riding a bicycle. (the items are all gerunds)

\* Not Parallel: The teacher wanted to know which country we came from and our future goals.

\* Parallel: the teacher wanted to know which country we were from and what our future goals were. (the items are both noun clauses)

**Edit these sentences to create a parallel structure.**

1. Mike likes to listen to rock music and reading mystery novels.

---

2. While in France, my nephew spent his time studying French, working in a restaurant, and he jogged along the Seine River every morning.

---

3. My home-office is filled with student reports, scrap paper and the garbage can is overflowing.

---

4. Joan decided to paint her office, to add some new curtains, and that the rug needs dry cleaning.

---

5. He wanted three things out of university: to pick up a marketable skill, to make good friends, and understanding the stock market.

---

6. My grandfather's favourite pastime is to eat in trendy restaurants and visiting art galleries.

---

7. Julia is in charge of stocking the shelves, writing orders, and to sell computers.

---

## RUN ON SENTENCES

\*\*Run-on sentences have two or more independent clauses (simple sentences) with no punctuation. They are difficult to read and understand.

e.g. My mother likes to cook and she cooks delicious cakes and cookies and I love the smell of the house whenever she is baking something because it makes my mouth water.

\*\*Run-on sentences can be fixed in one of three ways:

1. use a period to make separate ,independent clauses (a simple sentence)
2. use a subordinating conjunction (WHILE, BECAUSE and ALTHOUGH, etc)
3. add or move words

Here is the above sentence corrected.

My mother likes to cook. Her cakes and cookies are delicious. I love the smell of the house whenever she is baking something because it makes my mouth water.

**Rewrite these paragraphs by fixing the run-on sentences.**

1. The first dog I had after graduating from college was named Fred and he was a great dog and he loved to play ball and get a bath but he also used to chew my shoes and plants when he was a puppy that made me very angry.

---

---

2. The other day John got a speeding ticket when he was driving through a school zone at forty five kilometres per hour and the speed limit was only fifteen kilometres per hour but he didn't realize it was the first day of school so he wasn't paying too much attention to the traffic sign in the middle of the road and he was very angry at the policeman because he was rude and would not give him a break.

---

---

3. Telephones are probably one of the best and most convenient devices produced in the twentieth century because you can call anyone, anytime from just about anywhere especially now that there are so many cell phones available and telephones don't really cost that much to buy or to use.

---

---

---

## COHESIVE DEVICES

By using cohesive devices properly, you can make your writing more interesting and easier to follow.

### \* REFORMULATING; CLARIFYING; RESTATING

Actually, In fact, That is,  
Namely, Indeed, In

### \* CHRONOLOGY

At first, In the end, Lastly, Next,  
At last, First, Firstly, Secondly,  
Finally

### \* CONCLUDING, SUMMARISING

In brief, In short, To sum up, In summary,  
In conclusion, Mostly, To finish with, To summarize,

### \* CHANGING SUBJECT; REFERRING TO SUBJECT

As far as ... is concerned, As for..., Regarding...,  
Speaking of..., With reference to...

### \* ADDITIONAL INFORMATION

Additionally, Besides, Furthermore, In addition,  
Most importantly, Moreover, What is more,

### \* GIVING EXAMPLES; FOCUSING

for example, mainly, principally, primarily,  
for instance, particularly, in particular, specifically

**Exercise:** Choose one word from each box and fill in the blanks.

**in addition   for instance   that's to say   as for...**

1. Women like spending more time at home. \_\_\_\_\_ men, they are more likely to go out with their friends.
2. The first advantage of having a car is that you don't have to hurry up all the time. \_\_\_\_\_, you can give a lift to your friends.
3. Private schools provide a lot of facilities. \_\_\_\_\_, you can use their libraries whenever you want.
4. Living alone does not mean you can do whatever you want. \_\_\_\_\_, you still have a lot of responsibilities even when you are alone.

**also   in other words   with reference to   firstly**

5. There are some steps to follow to own a place to live. (a) \_\_\_\_\_, you have to decide where you want to live. (b) \_\_\_\_\_, you should choose the neighborhood you would like to live in. (c) \_\_\_\_\_ the type of your home, it could be a flat or you might prefer to live in a detached-house. You can (d) \_\_\_\_\_ choose to live in a cottage if you want to stay away from city life.

**in brief   furthermore   first of all   speaking of...**

6. My father has an interesting personality. (a) \_\_\_\_\_, he can astonish you at any moment with his unexpected behavior. You can see him with a bunch of flowers in his hand even when there is no occasion. (b) \_\_\_\_\_, he is always fun and ready to make you laugh all the time. (c) \_\_\_\_\_ fun, he is right there with his teasing smile looking into your eyes. (d) \_\_\_\_\_, he is such an entertaining person that you never want to miss any single minute with him.

