

1

Personality

1.1 PERSONALITY TYPES

IN THIS UNIT

GRAMMAR

- question forms
- present simple and present continuous

VOCABULARY

- personality adjectives
- prefixes

SCENARIO

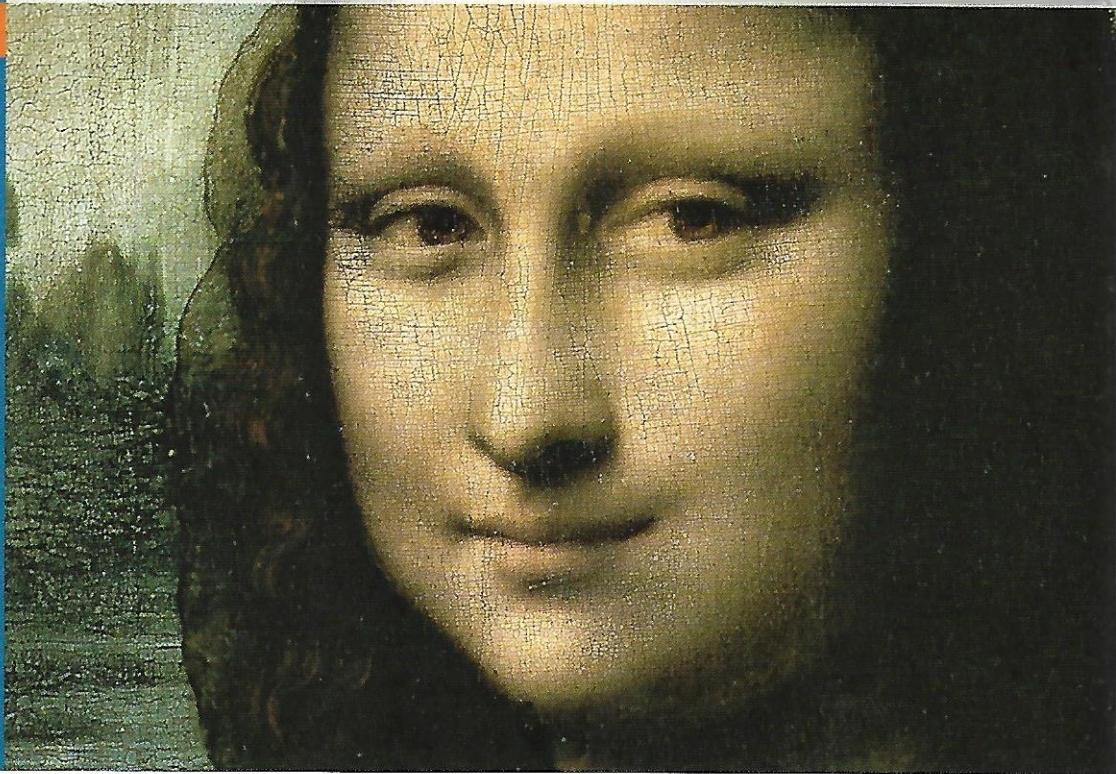
- giving opinions, agreeing and disagreeing, making suggestions
- choosing a new team member

STUDY SKILLS

- taking notes while reading

WRITING SKILLS

- a for and against essay



'My one regret in life is that I am not someone else.' Woody Allen 1935–, US film-maker, writer and actor

VOCABULARY

PERSONALITY ADJECTIVES

1a Work with a partner to think of as many personality adjectives as you can, e.g. *friendly, generous*.

1b Choose three adjectives which you think describe your own personality.

2 Look at these adjectives connected with personality. Which ones are positive, which are negative and which are neutral?

adventurous	ambitious	assertive
bossy	cautious	creative
likeable	mood	energetic
reliable	sensible	organised
sociable	talkative	quiet
		serious
		thoughtful

3 Match words 1–8 with words a–h to make compound adjectives connected with character.

- | | |
|-----------|-------------|
| 1 easy- | a working |
| 2 open- | b confident |
| 3 even- | c going |
| 4 hard- | d hearted |
| 5 self- | e tempered |
| 6 strong- | f willed |
| 7 warm- | g headed |
| 8 level- | h minded |

PRONUNCIATION

4a **1.1** Word stress On which part of the compound adjective in Exercise 3 does the stress fall? Listen and check, then repeat the words.

4b Match the meanings below with an adjective from Exercise 3.

A person who ...

- 1 does not easily become angry: *even-tempered*
- 2 is determined to do what they want: _____
- 3 is not easily upset or annoyed: _____
- 4 accepts other ideas and opinions: _____
- 5 makes a lot of effort: _____
- 6 believes in their own success: _____
- 7 behaves in a calm way even in a difficult situation: _____
- 8 is friendly, kind and generous: _____

4c Think of people you know and one or two adjectives to describe each person. Explain why you describe them like this. Give examples.

LISTENING

5a Look at the people in the photos and discuss. What kind of personality do you think each person has?

5b **1.2** Listen to the three people talking. Was your description of them accurate? A speaks first.



READING

6a Divide these adjectives into two groups according to personality types.

adventurous cautious enthusiastic
quiet reserved self-confident
talkative thoughtful

6b Now divide these jobs into two groups according to personality types. Which adjectives from Exercise 6a do you think go with which jobs? Work with a partner and explain your choices.

artist	salesperson	politician	engineer
teacher	inventor	manager	writer

7a Read the encyclopedia entry quickly and check your ideas in Exercise 6.

7b Read the text again. Are these statements true or false according to the text?

- 1 Jung thought of the terms extrovert and introvert.
- 2 The terms describe a person's way of looking at life.
- 3 Extroverts prefer to be surrounded by people rather than be on their own.
- 4 Introverts don't think carefully before they do things.
- 5 Scientists agree that extroverts are this personality type when they are born.
- 6 Introverts tend to be happier than extroverts.

8 Making connections Work with a partner and choose five jobs. Discuss what personality types the jobs would attract and why. Then discuss your choices with another pair.

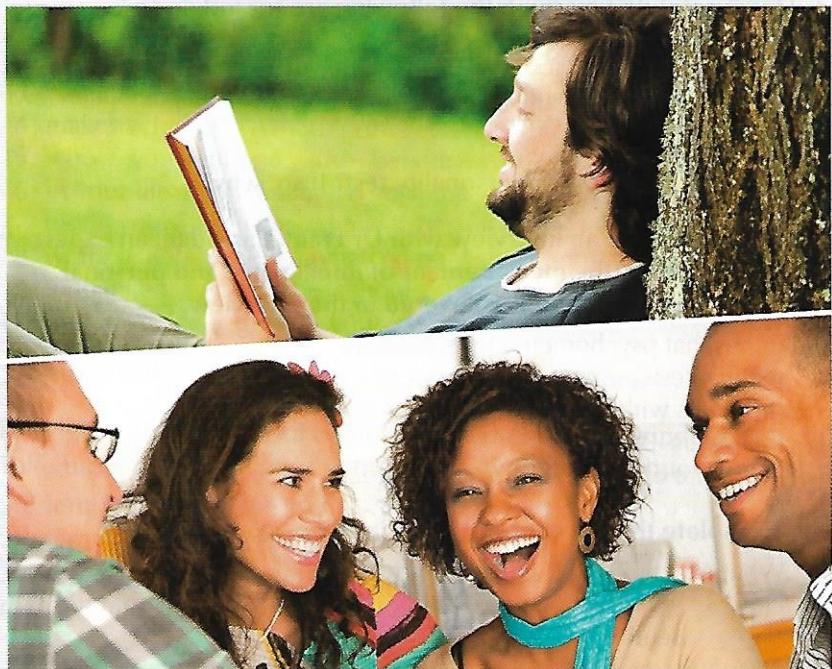
computer programmer musician
tax inspector fashion model
librarian film director police officer
researcher songwriter journalist

SPEAKING

9 Work with a partner to discuss the following.

- 1 In your opinion, how useful do you think the two personality types are for describing personality?
- 2 What tells you more about a person's personality: their clothes, their body language, their voice, their attitude, their tastes or something else? Which is best in your opinion?

Extroverts and introverts



Everyone has a different personality. It is what makes people individuals and unique. However, there are some shared personality qualities which let us talk about personality 'types'. One of the most basic personality differences is between extroverts and introverts. These terms are used in many theories of personality types. They were made popular by the important Swiss psychiatrist Carl Jung (1875–1961), although he did not invent them. Extroversion and introversion are ways of describing a person's attitude to the world: do they move towards it or away from it?

Extroverts are people who look outwards. They are friendly, sociable, talkative, enthusiastic and self-confident. They are interested in a range of experiences and enjoy spending time with other people. They tend to act first, then think later. When extroverts feel bad, unmotivated or without energy, they look outside themselves. This means they might go shopping, call friends or have a party. Typical extrovert jobs are in politics, sales, teaching and management.

Introverts, on the other hand, look inwards. They feel more comfortable alone and enjoy ideas and thinking. They are reserved,

quiet, thoughtful and may be shy. They like to think and consider before taking action, and will often analyse before speaking. In contrast to extroverts they value fewer, but deeper experiences. When feeling bad or stressed, introverts look inside themselves for energy and motivation. Introverts often work as artists, writers, engineers and inventors.

Although the types are different, most people have both extrovert and introvert characteristics in their personality, but often they are more one type than the other. There has been some interesting research into why people are basically extroverts or introverts. Some people say that extroverts and introverts are born not made. Others believe that environment is more important in shaping someone's personality.

Attitudes towards introverts and extroverts vary in different cultures. For example, Americans value extrovert qualities. However, cultures such as those in central Europe and south east Asia regard introvert characteristics more highly. Interestingly, research shows that people who live on islands tend to be more introverted. Studies have also found that extroverts have higher happiness levels than introverts.

LISTENING AND SPEAKING

1 How useful do you think the following are for judging a person's character?

personality tests handwriting analysis star signs/horoscopes interviews

2 Have you ever done a personality test? If so, why?

3a **1.3** Listen to an interview with Dr Frank Partridge, an expert in psychometrics (the measurement of intelligence and personal qualities). Tick (✓) the topics covered in the interview.

- 1 things that psychometric tests measure
- 2 the first tests
- 3 problems with personality tests
- 4 the Myers–Briggs test
- 5 the future of personality tests

3b Complete the questions that the interviewer asks.

- 1 What exactly _____ psychometrics _____ ?
- 2 How _____ psychometric testing _____ ?
- 3 _____ useful _____ the tests?
- 4 _____ they reliable?
- 5 What _____ personality tests _____ you about a person?
- 6 _____ you _____ any of these tests yourself?
- 7 What _____ you _____ on at the moment?

3c Listen again and check your answers to Exercise 3b.

GRAMMAR

QUESTION FORMS

4 Look at the questions you completed in Exercise 3b. Which tense is used in each question?

5 Are these statements about question formation true or false? Correct the ones that are false.

- 1 In questions with the verb *be*, we put the verb before the subject.
- 2 In present simple questions (except with *be*), we use the auxiliary verb *do/does*.
- 3 In past simple questions, we use the auxiliary verb *has/have*.
- 4 In present continuous questions, we put *do/does* before the subject.
- 5 In present perfect questions, we put *has/have* before the subject.

6 Look at a and b below, then answer questions 1–3.

- a Who designed the Stanford–Binet test?
– Alfred Binet designed it.
 - b What did Alfred Binet design?
– Alfred Binet designed the first usable intelligence test.
- 1 In which question (a or b) is the *wh-* word the subject? (This is a subject question.)
 - 2 In which question (a or b) is the *wh-* word the object? (This is an object question.)
 - 3 In which type of question do we form the question with an auxiliary verb, e.g. *do/does, did*?
- Language reference and extra practice pages 126–127

METHOD



Some actors believe that they have to 'become' the people they play in order to give a convincing performance. Actors who think and behave in character to prepare for their roles are known as 'method actors'. Two classic examples today of method actors are Daniel Day-Lewis and Johnny Depp.

Daniel Day-Lewis is undoubtedly the greatest method actor of our time. He has won three Oscars for best male actor – more than any other male actor. He works only when it suits him. He does not act for the money. He chooses roles in films that are difficult to play and tries to understand totally the thoughts and emotions of the personalities he portrays. He prepares thoroughly for roles and finds ways in which he can 'live' in a character. He becomes completely involved in the character. For the film *The Boxer*, he devised a training schedule: twice a day in the gym, seven days a week for three years. He became so fit that he could have entered the ring professionally.

His method acting also appeared when he played the role of Christy Brown, the Irish artist with cerebral palsy, in the film *My Left Foot*. Day-Lewis stayed in a wheelchair while on set, spoke like a person with cerebral palsy, and asked crew members to spoon-feed him and wheel him about. At this time, he taught himself to paint, like Brown, using his toes.



ACTING

One of his most difficult roles was when he played the 16th President of the United States, Abraham Lincoln, in Steven Spielberg's film *Lincoln*. According to one critic, he 'eases into a role of epic difficulty as if it were a coat he had been wearing for years'. He stayed in character during the production, speaking at all times in Lincoln's Kentucky accent.

Another famous method actor is Johnny Depp. He often stays in character during a film. He likes to paint a portrait of a new character to help him find the person's face and personality. For example, he painted the Mad Hatter, for the film *Alice in Wonderland*, with tangerine hair. One of his best known roles is as Edward Scissorhands. *Edward Scissorhands* is a film about an artificial man named Edward who has scissors for hands. Depp was so committed to the role that he passed out from heat exhaustion in one scene.

Johnny Depp has described his feelings after finishing the film: 'I can remember when I finished *Edward Scissorhands* looking in the mirror as the girl was doing my make-up for the last time and thinking, "Wow, this is it. I'm saying goodbye to Edward Scissorhands." You know it was kind of sad. But in fact, I think they're all still somehow in there ... With any part you play, there is a certain amount of yourself in it. There has to be, otherwise, it's just not acting. It's lying.'



7a Put the words in the right order to make questions from a personality test.

- 1 do / ever / you / get / worried / ?
- 2 you / are / a / confident / person / ?
- 3 you / do / make / easily / friends / ?
- 4 makes / happy / what / you / ?
- 5 who / you / phone / do / when / you / worried / are / ?
- 6 in your life / influence / who / the / biggest / is / ?
- 7 test / you / a / ever / have / personality / taken / ?
- 8 worry / about / do / what / you / the / most / ?
- 9 influenced / you / at / school / most / who / the / ?
- 10 best / advice / gives / you / who / the / ?

7b Work with a partner to ask and answer the questions.

8 Work with a partner to complete a text about Sigmund Freud. Take turns to ask and answer questions. Prepare your questions first.

Student A: turn to page 163.

Student B: turn to page 157.

A: Who was born on 6th May 1856?

B: Sigmund Freud.

READING

9 Look at the photos of two actors. What do you know about them and their style of acting?

10a Read the first paragraph of the article. What is 'method acting'?

10b You are going to read an article about two method actors and how they prepare for a character. Scan the article and name three films that Daniel Day-Lewis appeared in and two films that Johnny Depp appeared in.

10c Read the article again. Find examples of how the two actors were committed to the roles they played in each of the films mentioned.

10d **Reacting to the text** Read the final paragraph again. Work with a partner and talk about the film character you have found most difficult to say goodbye to, and why.

11 Discuss these questions in groups.

- 1 Which actor would you most like to meet, and why?
- 2 Do you know any other films that these actors appeared in? What did you think of those films?
- 3 Do you know of any other method actors?

WRITING

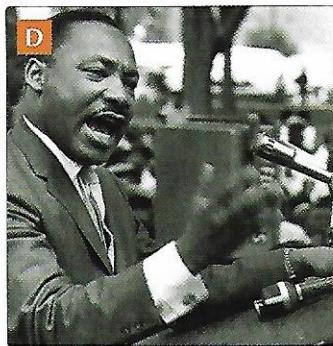
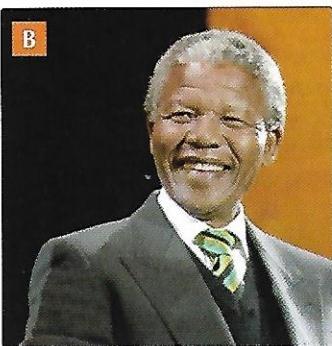
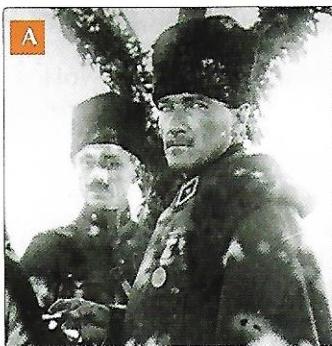
12 Imagine you are going to meet a famous person, dead or alive (e.g. a famous leader in history, a film star, a pop star, a character in a book). Write down five questions you would like to ask this person. Then compare your questions with a partner.



MEET THE EXPERT

Watch an interview with Michael Gould, a professional actor, about method acting.

Turn to page 150 for video activities.



READING

1 Look at the photos of famous people. Work with a partner to discuss the following.

- 1 What do you know about the people in the photos on this page?
- 2 Think of three qualities which you associate with each person.

2a Scan the article quickly and answer the questions.

- 1 Which people are mentioned in the article?
- 2 What do (or did) they do to earn a living?

2b Identifying topic sentences Read the article again and put the first sentence of each paragraph in the correct gap.

- a Unfortunately, we can also find examples of people who have abused their charisma.
- b Is charisma dangerous?
- c Most people will recognise the woman in this photo.
- d Most of us expect our leaders to have charisma.
- e Nowadays, psychologists are taking a greater interest in charisma and want to redefine its meaning.

IN FOCUS | CHARISMA

Charisma:

A KIND OF MAGIC?

1 _____ She is Michelle Obama, the wife of Barack Obama. In the photo, she is greeting children of her employees who have come to the White House for a 'Bring your children to work day'. Michelle Obama regularly gives talks all over the world to young people. She tells them that anything can happen if they work hard and never give up on their dream. She is currently working on a project which encourages young people to eat more healthily. She inspires young people because she has a special quality - charisma.

2 _____ They point out that people often misunderstand what charisma is and think of it as a kind of fame, but it is not the same as the celebrity of overrated pop stars. Charisma is a kind of magic and is relatively rare. Charismatic personalities are able to draw people to them, and they succeed in getting others to see them as a leader.

3 _____ We want them to inspire us and offer us a vision of a better future. But is charisma a good or bad thing? There are



many examples of people who use charisma in a positive way.

Martin Luther King was one of the leaders of the Civil Rights movement in the United States. He was a charismatic speaker who used non-violent methods to bring about equality between black and white people. Nelson Mandela and Aung San Suu Kyi are two other examples of charismatic political leaders who share the qualities of self-sacrifice and personal courage.

4 _____ In the business world, many top business executives have misused their charisma and acted in a way that greatly damaged their companies.

Some, like the Canadian ex-tycoon Conrad Black, have served prison sentences. Far more seriously, we can all think of famous military and political leaders who have destroyed their countries and caused great harm to their people.

5 _____ It certainly is when it causes us to lose our critical judgement, and this is frequently the case. When we choose our leaders, it is vital to consider whether they have the knowledge, wisdom and experience to do a good job. That is what really matters.

2c Answer these questions about the article.

- 1 Why is Michelle Obama so good at giving talks?
- 2 What mistake do people make about charisma?
- 3 What special ability do charismatic people have?
- 4 What was Martin Luther King trying to achieve?
- 5 Why does the writer mention Conrad Black?
- 6 What is the writer's opinion about charisma?

VOCABULARY

PREFIXES

3a Find words in the article that mean the following.

- 1 describe something again, and in a better way (para 2)
- 2 not understand correctly (para 2)
- 3 not as good as some people think or say (para 2)
- 4 used something in the wrong way or for a wrong purpose (para 4)
- 5 a person who used to be very successful and powerful in business (para 4)

3b Underline the prefixes in the words you found. Match each prefix with one of these meanings.

incorrect former again too much

4a Look at the words below. What do the underlined prefixes mean?

- 1 bicycle
- 2 antisocial
- 3 monorail
- 4 outperform
- 5 semicircle
- 6 discomfort

4b Think of a word with a prefix that means the same as the underlined words in these sentences.

- 1 He was always too confident.
- 2 His team played much better than the other team.
- 3 She asked her former boss for advice.
- 4 His mother's French and his father's Italian, so he's able to speak two languages fluently.
- 5 He told me to write the essay again.
- 6 His ability was not as great as people believed.
- 7 She did not correctly understand the lecturer.
- 8 I don't like people who don't listen when I'm talking.

SPEAKING**5** Work with a partner to discuss the following.

- 1 If you were choosing photographs of people for an article about charismatic people, who would you choose?
- 2 Is charisma the most important quality to possess if you want to be successful in your career? If not, what other qualities are important?
- 3 Are charismatic people dangerous?
- 4 Can charisma be taught?

GRAMMAR

PRESENT SIMPLE AND PRESENT CONTINUOUS

6a Look at the highlighted phrases in the article and Exercise 2b. Mark them PS for present simple and PC for present continuous.

6b Look at the uses a–d of the present simple and present continuous. Match each use to one of the phrases in the article. Then write the correct tense in the gaps.

- a an action happening around now (often temporary): _____
- b a regular or habitual action: _____
- c a fact or general truth: _____
- d a trend or a changing situation: _____

GRAMMAR TIP

We often use these verbs to talk about trends: *grow, increase, decrease, change, rise, fall*

The number of people researching the power of charisma is increasing.

→ Language reference and extra practice pages 126–127

7a Look at these sentences and choose the correct answer.

- 1 Dr Partridge *regularly gives / is regularly giving* talks about personality.
- 2 The professor *interviews / is interviewing* a candidate at the moment and can't come to the phone.
- 3 The number of companies using personality tests *grows / is growing*.
- 4 I do lots of different research, but today *I carry out / I'm carrying out* research into the personalities of twins.
- 5 He *drives / is driving* to work every day.
- 6 People *become / are becoming* very interested in how personalities develop over time.
- 7 A psychologist *studies / is studying* the way people's minds work.
- 8 The doctor's practice *is / is being* in Harley Street.
- 9 I *read / am reading* an interesting book on psychology at the moment.
- 10 The survey found that most people feel that modern life *becomes / is becoming* more difficult.

7b Match the sentences in Exercise 7a with the uses in Exercise 6b.**8a** Use the following prompts to write questions in the present simple or present continuous.

- 1 make friends / easily?
- 2 what / usually / do / weekend?
- 3 what / read / at the moment?
- 4 enjoy / art and music?
- 5 prefer / extroverts or introverts?
- 6 work / on any new projects now?
- 7 do / anything interesting / at the moment?
- 8 lose temper / easily?

8b With a partner, add two more questions and then take turns to ask and answer the questions. Tell the class one interesting fact about your partner.

SITUATION

1 Read the situation below. What problems might the new assistant have working for two bosses?

Sydney GKNX, an Australian company, has a small office in Sydney which sells television and radio programmes. The office staff consist of Chris Morton (television), Jodie Walker (radio) and two secretaries Georgia and Debbie. The office needs a new assistant who will work for both Chris and Jodie.

2a **1.4** Listen to Chris and Jodie talking. What is the main problem they must solve? Did you think of it in Exercise 1?

2b Listen again and note the good and bad points about Chris and Jodie's personalities. Compare your answers with a partner.

Chris		Jodie	
+	-	+	-
ambitious		sociable	

KEY LANGUAGE

GIVING OPINIONS, AGREEING AND DISAGREEING,
MAKING SUGGESTIONS

3a Listen again and complete the extracts.

1 CHRIS: It's not our fault, is it?

JODIE: _____. I suppose we are difficult at times.

2 CHRIS: Mmm, _____. I do have a bad temper at times.

3 CHRIS: That's the kind of person I want to employ here.

JODIE: Sorry, I _____ with you about Barbara. _____, she was a really hard worker.

4 JODIE: Louise was jealous of my relationship with Georgia.

CHRIS: I _____.

5 JODIE: Why don't we go for a man this time?

CHRIS: No, that's _____.

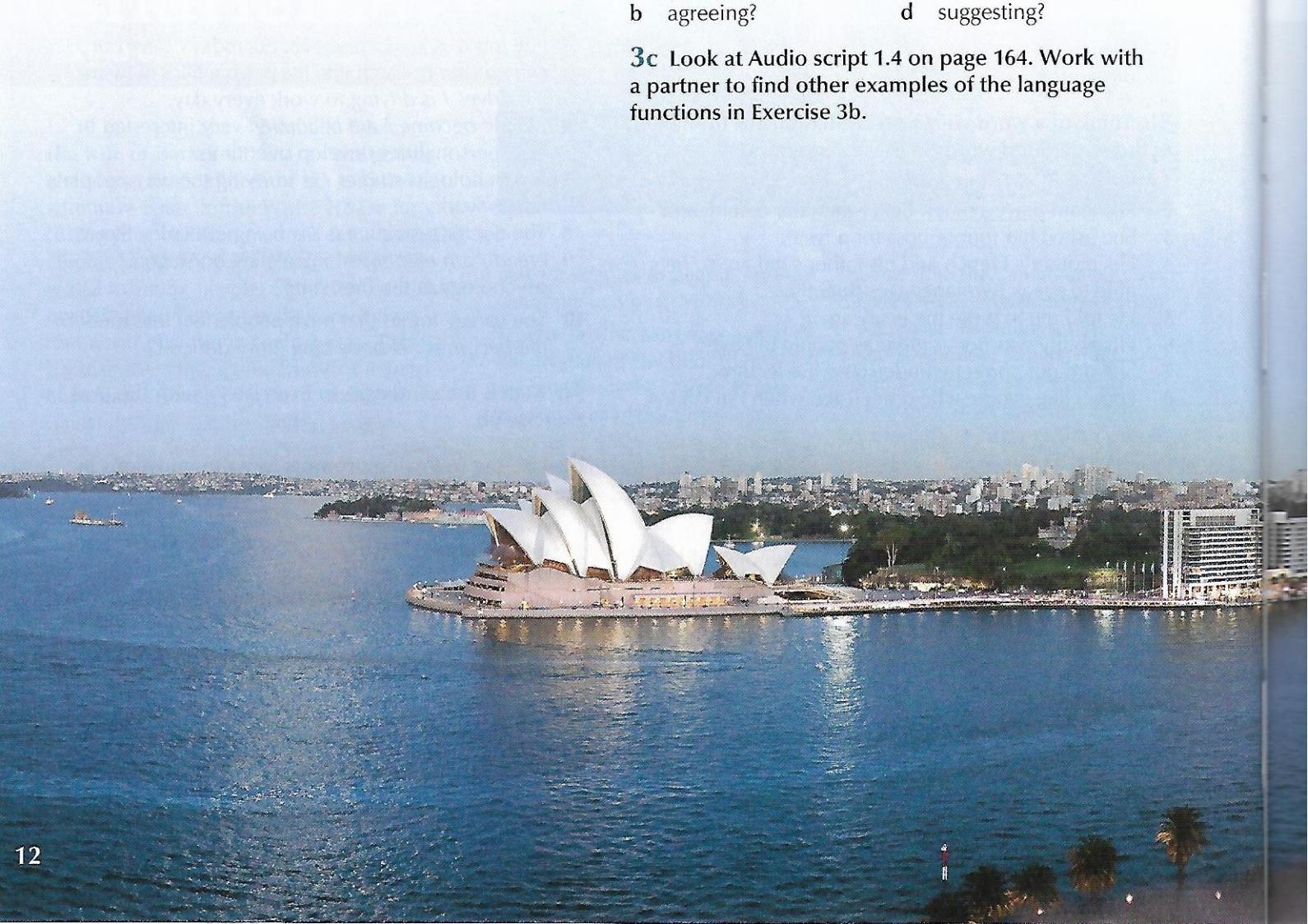
6 CHRIS: We want someone, male or female, who'll fit in here. I _____ we contact the agency again. ...

JODIE: OK, _____ you phoning them this time? I'm really busy, ...

3b Look at the words and phrases you put in the gaps in Exercise 3a. In each case was the speaker:

- a giving an opinion? c disagreeing?
- b agreeing? d suggesting?

3c Look at Audio script 1.4 on page 164. Work with a partner to find other examples of the language functions in Exercise 3b.



PERSONALITY CLASH

4 Chris and Jodie send an email to Recruitment Associates, an employment agency in Sydney. Read this extract from the email and answer the questions.

- 1 Discuss the qualities that Chris and Jodie are looking for. Are some of the qualities more important than others? If so, what are they?
- 2 What other qualities, not mentioned in the email, do you think the assistant needs?

From Chris.Smith@my:emails.au
To enquiry@Recruitment.Associates.au

We are looking for someone who is:

- lively and sociable; able to get on with men and women.
- mature, open-minded, not over-sensitive.
- self-confident, with a strong personality.
- hard-working; able to work under pressure.
- flexible and with a good sense of humour.
- very smartly dressed.
- man or woman, any nationality.

You know us both well and you have the job description. Please note what we say above, but also use your own judgement to find a suitable candidate for us.

Best wishes
Chris and Jodie

TASK

CHOOSING A NEW TEAM MEMBER

5a Work with a partner. You work for Recruitment Associates. You are going to choose a suitable candidate for the job.

Student A: read the profiles of Elayne and Daniela below.
Student B: read the profiles of Rashid and Mitsuo on page 159.

Underline the good points of your candidates and put a cross against the bad points.

5b Share information about the personalities of the candidates you studied. Discuss the good and bad points of each one.

5c Rank the candidates in order of suitability (1 = most suitable, 4 = least suitable).

6 As a class, choose the best candidate to be Chris and Jodie's new assistant.

Recruitment Associates



Elayne: Australian, aged 22

Comes from a large family (two older brothers, three sisters). Smiles a lot, has a sunny personality. Speaks in a loud voice. Very self-confident. Maybe over-confident?

Your three best qualities? 'extrovert, energetic, cooperative – willing to do any task, even if it's boring'
Your worst quality? 'I am strong-willed and don't like to be criticised.'

Your ideal boss? 'Someone who gives clear instructions, so I know what to do.'

Why choose her? 'I'm popular wherever I work because I'm even-tempered and reliable.'

Doesn't smoke. Thinks smoking should not be allowed in any place of entertainment, e.g. a café, bar or sports ground.

Interests: basketball, hiking and dancing (rock and jive). Interested in fashion.

Dressed in a smart business suit for the interview.

Recruitment Associates



Daniela: Italian, aged 30

An only child. Confident and sensible. A good sense of humour. Laughs a lot. Speaks English with a strong Italian accent.

Your three best qualities? 'responsible, open-minded, flexible'
Your worst quality? 'I can be moody at times.'

Your ideal boss? 'Someone who lets you do your duties your own way and doesn't interfere too much.'

Why choose her? 'I don't need a boss to tell me what to do all the time. I can work independently and under pressure.' Smokes a lot. Life-long vegetarian. Has strong views about people who eat meat.

Interests: reading, cinema, going to restaurants with friends. Dressed casually in a white jumper and black skirt.



STUDY SKILLS

MAKING NOTES WHILE READING

1 Work with a partner to discuss the following.

- 1 When do you need to make notes?
- 2 What techniques do you use when you make notes?
- 3 Which sources do you trust more when reading – books or online sources?

2a Read the essay below. Which statements in the essay do you disagree with?**2b Note-taking** Read the essay again and complete the notes. Use one or two words in each gap.

PARAGRAPH 2 NOTES

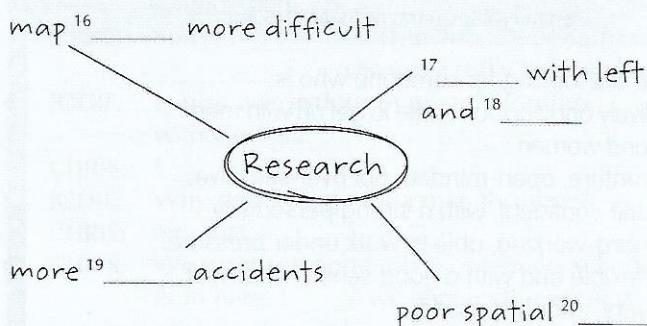
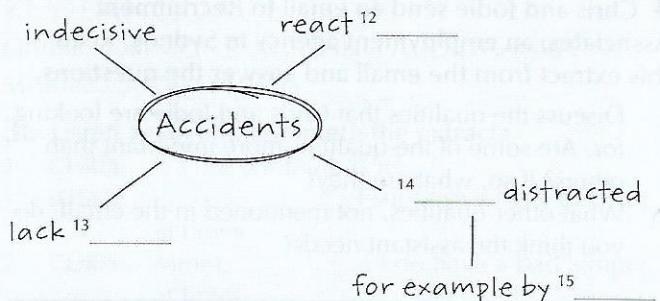
- **WOMEN DRIVERS**
- patient and ¹ _____ to others on the road like ² _____ and ³ _____
- stay ⁴ _____ in ⁵ _____ situations
- road ⁶ _____ incidents fewer
- cautious
- take fewer ⁷ _____ when ⁸ _____
- more ⁹ _____, less likely to ¹⁰ _____ when ¹¹ _____ or after drinking

Are women better drivers than men?

1 Some people believe that women are better drivers than men. However, others think that women make worse drivers. In one survey of 3,000 male drivers in the UK, most felt they were better drivers than the women in their lives. The idea that women make worse drivers is a stereotype. It comes from a time when women drove less than men, and driving was seen as a man's responsibility. There are certainly different views on this controversial question, although there are a number of reasons why a woman's personality makes her a more competent driver.

2 Firstly, women are more patient and polite towards other road users, such as pedestrians and cyclists. In stressful situations they are more likely to stay calm, and less likely to be involved in 'road rage' incidents. Secondly, female drivers are more cautious and therefore take fewer risks, for instance when overtaking. Thirdly, they are more responsible so they tend not to drive when tired or after drinking alcohol.

PARAGRAPH 3 NOTES

Women drivers**2c** Which style of note-taking in Exercise 2b – bulleted notes or word webs – do you prefer? Which do you think is most effective for understanding and processing a text?

3 On the other hand, many people argue that women cause accidents because they can be indecisive or react slowly because they lack confidence. In addition, they are easily distracted, for example, by children in the car, scenery or other drivers. Research also shows that women find map reading more difficult than men, and can have problems with the difference between left and right. Despite the fact that women have more accidents, insurance is often cheaper for them because the accidents tend to be minor. In particular, women have more accidents when parking. This is because women often have poor spatial awareness. In contrast, men tend to have more serious accidents.

4 To sum up, it can be seen that women make safer drivers than men because of their personality. This is supported by the fact that women have fewer serious accidents and pay lower insurance premiums than men. Overall, it is clear that women are less competitive and aggressive than men behind the wheel and therefore better drivers.



3a Symbols and abbreviations Have you thought about using symbols and abbreviations? Match the common symbols and abbreviations below with their meaning. Can you add any others?

- | | |
|---------|-------------------------------------|
| 1 & | a this leads to / causes |
| 2 + | b male / man |
| 3 > | c greater / more than / better than |
| 4 < | d female / woman |
| 5 e.g. | e smaller / less than |
| 6 ♂ | f is not equal to / the opposite |
| 7 ♀ | g that is / this means |
| 8 → | h and |
| 9 = | i is the same as / equals |
| 10 .. | j for example |
| 11 i.e. | k plus / in addition to |
| 12 ≠ | l therefore |

3b Look again at the notes in Exercise 2b and change them using some of the above symbols and abbreviations.

WRITING SKILLS

A FOR AND AGAINST ESSAY

4 Look again at the essay *Are women better drivers than men?* Match ideas a-d with each paragraph.

- a conclusion
- b arguments for
- c introduce the topic / state the proposition
- d arguments against



5a Linkers Look at the highlighted phrases in the text. Decide which of them are used to do the following.

- | | |
|----------------------|--------------------------|
| 1 list/add points | 3 show contrast |
| 2 introduce examples | 4 introduce a conclusion |

5b Look at the structures that are used with the linkers for contrast. Which linkers need a new sentence? Which linkers always need two clauses?

6a Combine these two sentences using the five phrases for showing contrast in Exercise 5a.

He is patient and careful at work. He is impatient and aggressive when he drives.

He is patient and careful at work. However, he is impatient and aggressive when he drives.

6b Complete the sentences in an appropriate way.

- 1 He was slow and often late for work. However, ...
- 2 Although the twins looked the same, ...
- 3 Despite the fact that he was shy, ...
- 4 Children find learning languages easy. Adults, on the other hand, ...

7a Work in groups. Choose an essay title from the following.

Are men/women better _____ than women/men?

managers politicians teachers doctors lawyers

7b In your groups, brainstorm the qualities you think you need to do the jobs.

7c Look at the statements 1-13 below and do the following tasks.

- a Decide which of the statements below apply more to men and which to women.
- b Add two more statements of your own.
- c Select some to include in your essay. Remember to have some to show the other side of the argument.
- d Think of examples to support the statements you have included.

- 1 _____ are good at listening.
- 2 _____ find it easier to deal with people.
- 3 _____ have more authority.
- 4 _____ are more sympathetic to others.
- 5 _____ are better organisers.
- 6 _____ pay more attention to detail.
- 7 _____ stay calm in stressful situations.
- 8 _____ are good at getting the best out of people.
- 9 _____ are energetic and enthusiastic.
- 10 _____ work better in a single-sex team.
- 11 _____ are better at public speaking.
- 12 _____ are more inspiring.
- 13 _____ take decisions quickly.

8 Write your essay. Use the structure of the essay on the left as a model. You can have a neutral conclusion.

9a Read your partner's essay and take notes.

9b Tell another student about your partner's essay.

GRAMMAR

G1 QUESTION FORMS

PRESENT SIMPLE QUESTIONS

Use present simple questions to ask about regular or habitual actions and general truths or states. In questions with the verb *to be* and with modal verbs, put the verb before the subject.

Am I a suitable person for the job?

Can they take the test today?

With other questions in the present simple, use the auxiliary verb *do/does*.

Do you feel happier about college now?

How often do they travel to work together?

PAST SIMPLE QUESTIONS

Use past simple questions to ask about a past action. Form this question in the same way as the present simple, but put the auxiliary verbs in their past form.

Was she very intelligent when you knew her?

Did you feel embarrassed when it happened?

PRESENT CONTINUOUS QUESTIONS

Use present continuous questions to ask about an action happening at the moment or around the time of speaking or about a changing situation. Form this question by putting the verb *to be* before the subject.

Is he interviewing students at the moment?

Are they considering what to study at university?

PRESENT PERFECT QUESTIONS

Use this question to ask about the recent past or an event at an unknown time. Form this question by putting the verb *has/have* before the subject.

Has Martin found out his score?

Have they ever measured their intelligence?

! Don't use the auxiliary *do/does* with questions in the present continuous and present perfect.

Do you working at the moment? ✗

Do you have finished your work? ✗

G2 SUBJECT AND OBJECT QUESTIONS

Subject questions ask about the subject of a sentence.

subject



Who designed the IQ tests?

Philip Carter designed the IQ tests.

Object questions ask about the object of a sentence.

object



What did Philip Carter design?

He designed the IQ tests.

For subject questions, don't add an auxiliary verb.

Who gave you that present? ✓

Who did give you that present? ✗

We usually only use *who*, *what* and *which* to ask subject questions.

Who wrote the test?

What happened last night?

G3 PRESENT SIMPLE AND PRESENT CONTINUOUS

Use the present simple to describe:

- a regular or habitual action.

She usually takes the train to work.

We often use adverbs or time expressions of frequency with this use of the present simple: *often*, *usually*, *sometimes*, *once a week*, *twice a month*.

- a fact or general truth.

Many people don't believe in horoscopes.

Bill Clinton spends most of his time in the USA.

Use the present continuous to describe:

- an action happening around now (often temporary).

Sorry, she's speaking to someone at the moment.

We're currently looking for new people.

- a trend or changing situation.

Prices are rising steadily at present.

More and more people are learning English.

- a photograph or a scene.

In the photograph, the two people are talking.

G4 STATE VERBS

State verbs describe something passive or a state (for example, the verbs *be*, *like*, *believe*, *understand*, *know*, *prefer*, *depend*). We rarely use state verbs in the continuous.

I know lots of ambitious people. ✓

I'm knowing lots of ambitious people. ✗

KEY LANGUAGE

KL GIVING OPINIONS, AGREEING AND DISAGREEING, MAKING SUGGESTIONS

In my opinion, ... *I suggest ...* *I suppose ...*

I don't know. *Why don't we ... ?*

OK, how about ... ? *I accept that.* (Well,) it's true.

I can't agree, ... *No, that's out of the question.*

VOCABULARY

V1 PERSONALITY ADJECTIVES

adventurous, ambitious, assertive, bossy, cautious, creative, easy-going, energetic, enthusiastic, even-tempered, generous, hard-working, level-headed, likeable, moody, open-minded, organised, quiet, reliable, reserved, self-confident, sensible, sensitive, serious, shy, sociable, strong-willed, talkative, thoughtful, warm-hearted

V2 PREFIXES

antisocial, bicycle, bilingual, discomfort, dislike, ex-baseball player, ex-boss, ex-president, ex-tycoon, misbehave, misunderstand, misuse, monorail, outperform, outrun, overconfident, overshadowed, redefine, redo, rewrite, semicircle, underrated, underuse

G1 1 Write the missing words in sentences 1–10.

- 1 A: _____ he the right person for the job?
 B: Yes, I'd say so.
- 2 A: _____ you feel better about taking the test?
 B: Yes, I'm less nervous now I know what it is.
- 3 A: _____ he work well in a team?
 B: Yes, he's good with other people.
- 4 A: What exactly _____ your horoscope say?
 B: The same as usual. That I'll be lucky this week.
- 5 A: _____ they _____ all their homework?
 B: Yes, they have.
- 6 A: What _____ you working on at the moment?
 B: I'm working on a proposal for a film.
- 7 A: _____ we ask you a few questions?
 B: Yes, of course.
- 8 A: When _____ Carl Jung born?
 B: In 1875.
- 9 A: What _____ he study at university?
 B: Medicine, from 1894 to 1900.
- 10 A: _____ he _____ his final exam?
 B: Yes, he took it last week.

G2 2 Read the sentences and complete the questions. The underlined word(s) should be the answer.

- 1 Bill Clinton is an ex-President.
 Who is Bill Clinton ?
- 2 Myers Briggs designed the test.
 Who _____ ?
- 3 Oprah Winfrey owns several houses.
 What _____ ?
- 4 Marilyn Monroe married Joe DiMaggio.
 Who _____ ?
- 5 He can speak three languages.
 How many _____ ?
- 6 Spring is my favourite time of the year.
 What _____ ?
- 7 My boss is the reason I'm leaving.
 What _____ ?

G3, 4 3 A university lecturer is interviewing a new student. Write the verbs in the present simple or present continuous.

- A: How ¹ _____ you _____ (study)? What's your approach?
 B: Well I ² _____ (work) really well early in the mornings. Most of my friends stay up late, but I ³ _____ (prefer) to go to bed early.
- A: So do you find it difficult to work with others?
 B: Not necessarily. It ⁴ _____ (depend) what the task is. For example, at the moment I ⁵ _____ (work) with a group of people. We ⁶ _____ (set up) a club for young kids in the town centre.
- A: Really? That's good. Now, ⁷ _____ you _____ (know) about the exam at the end of every term?
 B: Yes, I read about that.
- A: How do you find exams?
 B: Well! I ⁸ _____ (get) worried before exams, but I think I ⁹ _____ (get) better at staying calm.

KL 4 Complete the dialogue with phrases a–f.

There is one extra phrase.

- a I can't agree d I don't know
 b I suggest e it's true
 c I accept that f In my opinion
- A: ¹ _____ we employ Sandra. She's the most cheerful.
- B: Well, ² _____ that she was the happiest of everyone, but ³ _____ – she has absolutely no previous experience.
- A: But you don't need experience to answer the phone.
- B: ⁴ _____. How you answer the phone can make the difference in business.
- A: Do you think we could train her?
- B: I'm not sure. ⁵ _____, that will take too much time and money.

V1 5 Write the missing vowels in the adjectives.

- 1 You need to be an _dv_nt_r_s sort of person to go climbing in the mountains.
- 2 Don't be too c_t__s about saying what you think in meetings.
- 3 Running at 6 a.m. looks a bit too _n_rg_t_c for me. I prefer sleeping.
- 4 Don't talk to him. He's always m_dy on a Monday morning.
- 5 Gill is one of our most r_l_b_l employees. She's always on time.
- 6 You look rather th_ghtf_l. What are you considering?
- 7 People who are _p_n_m_nd_d are often good listeners.
- 8 This job needs someone who is s_lf-c_nf_d_nt.

V2 6 Complete the words with the prefixes in the box.

out	bi	anti	over	re	under	dis	mis
mono	ex-						

- | | | | |
|---|------------|----|-----------|
| 1 | social | 6 | shadowed |
| 2 | cycle | 7 | define |
| 3 | comfort | 8 | perform |
| 4 | understand | 9 | president |
| 5 | rail | 10 | rated |

7 Complete the sentences with words from Exercise 6.

- 1 Can I borrow your _____? It's too far to walk.
- 2 Every time I ask you to do something, you seem to _____ what I say.
- 3 This new film is _____. The critics said it was boring, but I thought it was great.
- 4 My brother was always better than me at school and completely _____ me.
- 5 At the airport, take the _____ from one terminal to the other. It's faster than the bus.

8 Make five more sentences with the other words.

LESSON 8.4 EXERCISE 6A (PAGE 83)

DOMINO REPRESENTATIVES

Read the information below and prepare for the negotiation. When there are options, make a decision about what are the most important points for you.

Try to get a good deal. You want:

- Quantity: 50,000 units.
- Designs: Oasis – 10,000 units; Mirage – 15,000 units; Horizon – 25,000 units; you make a much bigger profit on the Mirage and Horizon designs.
- Delivery: 7 August, 21 August or end of August; best date is 7 August – important because retailers will start selling the winter range in September.
- Payment: after 60 days (best time), after 30 days or on delivery
- Discount: 10% (high), 5% (usual discount for wholesalers), 3% (low)

LESSON 9.2 EXERCISE 8A (PAGE 89)

Make as many present or past simple sentences from the table as you can. Make guesses if necessary. You have ten minutes. (You will need to add prepositions, eg *by*, *in* or *to*.)

1 The ballpoint pen		Carl Benz in 1884
2 Nokia mobile phones		South Africa
3 Diamonds	make	Alexander Fleming
4 The World Wide Web	create	Sri Lanka
5 The telephone	manufacture	Muslim mathematician Al-Khwarizmi
6 Tea	invent	Isaac Newton
7 Toyota cars	discover	Laszlo Biro
8 The first motor car	grow	Mark Zuckerberg
9 The Republic of Turkey	mine	Tim Berners-Lee
10 Gravity	develop	Japan
11 Algebra		Finland
12 The first mercury thermometer		Ataturk
13 Facebook		Fahrenheit
14 Penicillin		Alexander Bell

LESSON 12.4 EXERCISE 5 (PAGE 123)

STUDENT C CASE 2

Your job is to briefly summarise the case so that everyone in your group is clear about the details of the case. Then join in the discussion and express your opinion about what the others say to reach a decision.

LESSON 9.3 EXERCISE 8A (PAGE 91)

FOR THE MOTION

Think about:

- how big projects affect local communities in a negative way. Think of three different ways.
- how and why the money should be spent on important essential things like housing. Think of two other essential things.
- who the projects mainly benefit? The local people? Or just the building companies, the politicians and the rich?
- how some big projects can damage the environment.
- how these projects are very expensive and who pays for them.
- your own ideas for the motion.

LESSON 10.4 EXERCISE 4A (PAGE 103)

MAYOR

Lead the discussion. Listen to people's opinions and suggestions, and respond to them. You want:

- increased parking fines so that more people use the buses.
- part of the beach to be private and heavy fines for people leaving rubbish on the beach.
- the Sandy Cove project to go forward. It will create jobs and provide extra parking space.
- the universities to build more student accommodation.

LESSON 1.2 EXERCISE 8 (PAGE 9)

STUDENT B

Sigmund Freud was born on 6 May 1856 in ¹ _____. He went to the University of Vienna and studied ² _____. He graduated in 1881 as a Doctor of Medicine. He lived in Vienna for ³ _____ years. In 1907, the psychiatrist ⁴ _____ was introduced to Freud and together they formed the International Psychoanalytical Association. Jung was its first president. ⁵ _____ emigrated to London. His brother lost all his property when he left Vienna. Freud lived in a house in ⁶ _____. He died in 1939.

LESSON 3.4 EXERCISE 7A (PAGE 33)

CANDIDATES

- 1 Review and discuss what type of person the club is looking for.
- 2 Think of some adjectives to describe your personality.
- 3 Think of three questions you think they will ask at your interview.
- 4 Think about your answers to the questions in Exercise 3 above. You may use information from your own life and experience or you may invent any information you wish.

LESSON 10.4 EXERCISE 4A (PAGE 103)

STUDENT

Think about the problems and make notes of your ideas for solving them. You want:

- free travel for students on buses. More council accommodation for students at low rents.
- the council to cancel the Sandy Cove project. It will destroy the beauty of the beach.
- the police to be more friendly and understanding.
- all young people be able to stay out late at night and have fun in clubs.

LESSON 5.3 EXERCISE 8B (PAGE 51)

Name	Dolphin x300	Barracuda x100	Shark x400	Dirt Monster x700
Length	1,100 mm	1,600 mm	1,700 mm	2,300 mm
Engine size	50 cc	125 cc	250 cc	300 cc
Top speed	22 kph	28 kph	75 kph	80 kph
Price	€300	€550	€3,000	€3,200
Safety rating	★★★★★	★★★★★	★★★★	★★

LESSON 6.3 EXERCISE 10A (PAGE 61)

STUDENT B

Education in France

- Since 1967, school attendance has been compulsory for those from six to sixteen years of age.
- Many children enter voluntary kindergartens at the age of three.
- Primary schooling lasts for six years.
- Secondary schooling is divided into two stages:
- Stage 1 – from eleven to fifteen years; almost all children now attend a *collège*.
- Stage 2 – from fifteen to eighteen years they study in a general, technical or vocational lycée.
- 53.6 percent of the French population enrol in higher education.
- There are two kinds of universities in France: public universities and Grandes Ecoles (that set higher standards).
- Higher education is primarily paid for by the French taxpayers so tuition fees are very low.

LESSON 4.2 EXERCISE 8A (PAGE 39)

GROUP B

Here are some notes to help you prepare against the motion:

The English-speaking world should adopt American English.

- All differences – fun and interesting
- British English – language of Shakespeare and famous British authors/poets
- Not just American English – other varieties (e.g. Australian, Irish, Indian)
- You cannot regulate language. It develops naturally.

LESSON 1.4 EXERCISE 5A (PAGE 13)

Recruitment Associates



Rashid: Indian, aged 25

A calm person. Speaks in a soft voice with an Indian accent. Serious at all times during the interview. Has strong opinions about everything. Likes discussing economics and politics.

Your three best qualities? 'reliable, hard-working, knowledgeable'

Your worst quality? 'I get very impatient if people don't do their job properly.'

Your ideal boss? 'Someone who praises you whenever you do good work.'

Why choose him? 'I will do my best for your company at all times.'

Non-smoker, vegetarian and doesn't drink alcohol.

Interests: art, philosophy and current affairs. Dressed unfashionably in a dull, grey suit.

Recruitment Associates



Mitsuo: Japanese, aged 20

Family emigrated to Australia when he was 14 years old. Speaks English with a strong Japanese accent. Thoughtful, polite, sociable.

Your three best qualities? 'calm, strong sense of duty, will put company interests first'

Your worst quality? 'I get upset and angry if people are not polite to me.' 'I don't like people criticising me.'

Your ideal boss? 'Someone who is understanding and asks for my opinion frequently.'

Smokes cigars in the evening.

Interests: motorbike riding, tango dancing, entertaining friends

Smartly dressed in a suit, white shirt and designer tie.

LESSON 8.4 EXERCISE 6A (PAGE 83)

SUNSPEX SALESPEOPLE

Read the information below and prepare for the negotiation. When there are options, make a decision about what are the most important points for you.

Try to get a good deal.

You want to sell:

- Quantity: 50,000 units.
- Designs: Oasis – 25,000 units; Mirage – 15,000 units; Horizon: 10,000 units; you make a much bigger profit on the Oasis and Mirage designs.
- Delivery: 14 September (best time), 7 September or by the end of August (bad time)
- Payment: on delivery, after 30 days or after 60 days; important to get your money quickly because you need to pay interest on a large bank loan.
- Discount: 0% (best), 2% (for cash on delivery), 8% (for orders over 60,000)

LESSON 4.4 EXERCISE 5A (PAGE 43)

STUDENT C

You think the best option is to set up English language courses online for all staff. Try to persuade the other members to accept your idea. Use the ideas below and your ideas from Exercise 2b.

- Online courses are a relatively cheap way of teaching large numbers.
- You will be able to work with the language expert on the content of the courses.
- Online courses enable staff to learn English at a time which suits them.
- You do not want classes at Head Office. There are no suitable rooms for the purpose.
- One-to-one classes are expensive. You do not think senior staff will like them.

LESSON 3.4 EXERCISE 7A (PAGE 33)

INTERVIEWERS

1 Review the key personal qualities or skills you are looking for in the candidate.

2 Write out the six questions below to ask at the interview.

- 1 Why / want this job?
- 2 What / sort / person / you?
- 3 What / strengths / weaknesses?
- 4 What / think / can bring / this job?
- 5 What / interests / have / outside work?
- 6 Where / see yourself / five years' time?

3 Add two more questions to ask at the interview.

LESSON 1.2 EXERCISE 8 (PAGE 9)

STUDENT A

¹ _____ was born on 6 May 1856 in Freiberg, Moravia. He went to the University of ² _____ and studied medicine. He graduated in ³ _____ as a Doctor of Medicine. He lived in Vienna for forty-seven years. In 1907, the psychiatrist Carl Jung was introduced to Freud and together they formed the International Psychoanalytical Association. ⁴ _____ was its first president. Most of Freud's family emigrated to London. ⁵ _____ lost all his property when he left Vienna. Freud lived in a house in Hampstead, London. He died in ⁶ _____.

LESSON 3.2 EXERCISE 10B (PAGE 29)

STUDENT B

Say the sentences below. Your partner will correct you.

- 1 So, you've been working in Germany since graduating?
- 2 So, you've been living in Brazil for six months?
- 3 So, you've been studying French for a year?

Listen and correct Student A, using the prompts below. Repeat the whole sentences.

- 1 for four years
- 2 teaching
- 3 for two years

LESSON 12.3 EXERCISE 8 (PAGE 121)

STUDENT E

Dr Drake Ramorey was engaged to marry the victim. Surprisingly, he was already in the victim's will. He will inherit most (three quarters) of the victim's money. He is an expert on chest and lungs. He has a history of violence with his previous girlfriend.

LESSON 9.3 EXERCISE 8A (PAGE 91)

AGAINST THE MOTION

Think about:

- how big projects benefit local communities e.g. by providing a wide range of jobs. Think of some jobs that can be created.
- how big projects can stimulate the country's economic growth.
- how big projects can give the country a sense of pride.
- how some projects can help the environment. Give two examples.
- your own ideas against the motion.

LESSON 10.4 EXERCISE 4A (PAGE 103)

ENVIRONMENT OFFICER

Think about the problems and make notes of your ideas for solving them. You want:

- fewer cars in the city centre – the pollution level is higher than in many other European cities.
- more bus routes and cheaper fares.
- the council to invest in expensive equipment to clean the beaches.
- dogs and barbecues to be banned from the beach.

LESSON 7.2 EXERCISE 3A (PAGE 68)

STUDENT C

1990–1999

During the 1990s, many designers worried about the damage to the environment caused by industrialisation. They were especially worried about the rapid use of energy sources and raw materials. They wanted to find ways of slowing this down. These ideas influenced design in many areas. For example, solar-powered cars and electric cars were developed. The recycling of paper and other materials became popular, for example in designer Jane Atfield's plastic shelving unit. The material she used came from old washing-up liquid bottles. Designers created more energy-saving products and products which consumers could repair or recycle. The focus was on product durability. Another big influence on design was advances in communication, in particular the internet and mobile phone technology.

One product that connects the two big concerns of designers in the 1990s was Trevor Baylis' wind-up radio, launched in 1995. This product was particularly useful in Africa because it could work without having expensive batteries. People made the radio work by turning a handle to generate the power.