

# UNIT 7

## Changing lives

### ▼ AGENDA

- ▶ Past Simple and Present Perfect Simple
- ▶ Trends file. The language of graphs
- ▶ The best companies to work for
- ▶ Opinions and suggestions. Agreeing and disagreeing

### Language focus

#### 1 Look at the pictures and answer the questions.

- 1 These products all have one thing in common. What do you think it is?
- 2 When you buy products like these do you know
  - a which countries they come from?
  - b how much of the price goes to the growers?



Fairtrade – Guarantees a better deal for Third World producers

Simply buying a Fairtrade product can help a village get clean water or children to go to school. Four and a half million farmers and their families, in 36 countries, benefit from Fairtrade.

The Fairtrade Foundation permits companies whose products meet the international standards of Fairtrade to put the name 'Fairtrade' on their products. These products include coffee, tea, cocoa, and fresh fruit. Under the Fairtrade system the producers receive a fair price which includes extra money, called a 'social premium', to help them improve their living and working conditions. Fairtrade gives them advance payments to help with production costs and long-term contracts so they can plan for the future.

In general, global trade has made people in the rich developed countries richer and people in the poor developing countries poorer.

#### 2 Read the information about the Fairtrade Foundation. Find words and phrases which mean

- 1 promises
- 2 business agreement
- 3 poor countries that are trying to improve their economy (two expressions)
- 4 receive an advantage
- 5 countries with advanced economies

#### 3 Answer the questions.

- 1 What does Fairtrade guarantee to the people it helps?
- 2 Who does Fairtrade help?
- 3 Which countries has global trade helped most?

#### 4 The underlined words in A are from an interview about Fairtrade. Match them with their meaning in B.

- A
- 1 Since 1988 Fairtrade has expanded ...
  - 2 This has been a disaster ...
  - 3 They've built wells ...
  - 4 ... people are willing to pay a bit more ...
  - 5 ... to help people escape poverty.

- B
- a event that causes a lot of damage and problems
  - b being very poor
  - c got bigger
  - d happy, ready
  - e deep holes in the ground from which you get water

- 5 7.1 Listen to an interview with Harriet Lamb, the Executive Director of the Fairtrade Foundation in the UK. Complete the datafile.

### FAIRTRADE DATAFILE



- Fairtrade started in \_\_\_\_\_<sup>1</sup> in the UK and in \_\_\_\_\_<sup>2</sup> in the Netherlands.
- At present it is in \_\_\_\_\_<sup>3</sup> countries, mostly in western Europe, but also the USA, \_\_\_\_\_<sup>4</sup>, Australia, New Zealand, and \_\_\_\_\_<sup>5</sup>.
- The first country in eastern Europe to have Fairtrade is \_\_\_\_\_<sup>6</sup>.
- Producers can use the social premium to improve their \_\_\_\_\_<sup>7</sup> and \_\_\_\_\_<sup>8</sup> conditions.
- In the UK sales went up by \_\_\_\_\_<sup>9</sup> % in \_\_\_\_\_<sup>10</sup>.
- Usually the price of a Fairtrade product is about \_\_\_\_\_<sup>11</sup> to \_\_\_\_\_<sup>12</sup> % more than the average price.

- 6 7.1 Listen again and check your answers.

### Past Simple and Present Perfect Simple

Read the examples and answer the questions.

#### Past Simple

- Fairtrade **started** in the Netherlands in 1988.
- In the UK sales **went up** by 50% in 2001.
- When **did** the idea of Fairtrade **start**?

1992

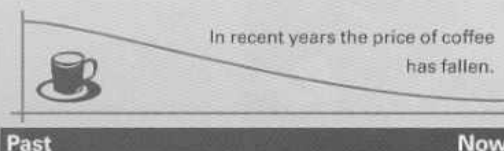
Fairtrade **started** in the UK in 1992.

Past

Now

#### Present Perfect Simple

- Since 1988 Fairtrade **has expanded** into many other countries.
- In recent years the price of coffee, cocoa, and bananas **has fallen**.
- Fairtrade **has just started** in eastern Europe.
- Have sales **increased**? Yes, they **have**.  
No, they **haven't**.
- What kind of improvements **have they made**?



- To make the Present Perfect Simple, use *has* or *have* + the past participle of the verb.

- Which tense do we use for situations and actions that happened
  - at a definite time in the past?
  - in a period of time from the past to the present?
- Which tense do we use with expressions like
  - in 2001, when?*
  - since 1988, in recent years, just?*

Look at Listening script 7.1 on p. 130. Find more examples of verbs in the Present Perfect Simple. What period of time do they refer to?

Pocket Book p. 6 (irregular verbs), 10, 13

### Practice 1 Quick test. Complete the table.

Infinitive	Past Simple	Past Participle
be		
come		
cost		
fall		
get		
go		gone/been*
grow		
make		

\* See Pocket Book p. 13

**2** Work in pairs. Complete the sentences with the correct time expression, a or b.

- 1 I made a research trip to Africa \_\_\_\_\_.  
a a year ago    b in the last six months
- 2 The price of coffee has fallen \_\_\_\_\_.  
a in 1992    b every year since 1992
- 3 Rich countries have got richer and poor countries have got poorer \_\_\_\_\_.  
a in the 1990s    b in the last decade
- 4 Did sales of Fairtrade products increase \_\_\_\_\_.  
a recently    b last year
- 5 How many producers has Fairtrade helped \_\_\_\_\_.  
a since 1988    b between 1988 and 2000

**3** Complete the extracts from a newspaper article about Fairtrade. Put the verbs in brackets in the correct tense, Past Simple or Present Perfect Simple.



Since 1992 the price of cocoa beans \_\_\_\_\_<sup>1</sup> (fall) by 50%. In the same period the price of a bar of chocolate \_\_\_\_\_<sup>2</sup> (increase) by 65%, but the farmers who grow cocoa \_\_\_\_\_<sup>3</sup> (not receive) a higher price for their crop.

In the last decade the wages of workers on many banana plantations \_\_\_\_\_<sup>4</sup> (decrease). In 1993 workers in Costa Rica \_\_\_\_\_<sup>5</sup> (earn) \$250 a month. In 1997 their wages \_\_\_\_\_<sup>6</sup> (fall) to \$187 and in 2001 they \_\_\_\_\_<sup>7</sup> (go down) again – to only \$160.

In recent years global trade \_\_\_\_\_<sup>8</sup> (make) it possible for the rich developed countries to buy their coffee, tea, cocoa, bananas, etc. from the country with the cheapest price, changing from one country to another. This \_\_\_\_\_<sup>9</sup> (be) a disaster for whole communities in the developing world who \_\_\_\_\_<sup>10</sup> (grow) the same crop for generations.

## Pronunciation

**1** **7.2** Listen to the examples. What do you notice about the underlined words?

Example 1 a Carla hasn't left. b I think she has.

Example 2 a Have sales increased? b No, they haven't.

**2** **7.3** Listen to the sentences. Underline the words that are stressed.

- 1 The company has expanded.
- 2 Has it made a lot of changes?
- 3 No, it hasn't.
- 4 Their prices have increased.
- 5 I'm sure they haven't.
- 6 I think they have.

**3** When are *have/haven't* and *has/hasn't* stressed? When are they not stressed?

**4** Underline the words you think are stressed.

- 1 Has she made any progress?
- 2 I'm sure she has.
- 3 I hope they haven't forgotten the meeting.
- 4 Do you think they have?
- 5 Have they finished the work?
- 6 They haven't started it yet!

**5** **7.4** Listen and check your answers.

**6** Work in pairs. Practise saying the sentences in **4**. Emphasize the stressed words.

- 4 Work in pairs, Student A with another Student A, Student B with another Student B.

### Student A

- 1 Read about two coffee growers in Costa Rica. Student B will ask you questions about them in 5.

Edgar and Blanca grow coffee and vegetables in Costa Rica. When they got married, 32 years ago, they had no land. They worked long hours for other people and earned very little, but after sixteen years they had enough money to buy some land. They decided to grow coffee. They borrowed the money they needed and Edgar joined the local cooperative. But three years later, just when his crop was ready, the price of coffee fell to its lowest point ever. For most coffee producers this was a disaster, but Edgar was one of the very few lucky ones because his cooperative sells most of its coffee to the Fairtrade market in Europe. Fairtrade's price covered the cost of production and this saved the cooperative producers from disaster.

- 2 Prepare questions using these words to ask Student B more about Fairtrade and Edgar and Blanca in 5. Use the Present Perfect in all your questions.

**Example** Who/Fairtrade/help?  
*Who has Fairtrade helped?*

- a What/Fairtrade give/people in the Third World?
- b What/producers/improve?
- c What/they/stop using?
- d How/communities/use/the social premium?
- e What/Edgar and Blanca/build?
- f What/their children/receive?
- g What/Edgar/do/all his life?

### Student B

- 1 Read about Fairtrade, and Edgar and Blanca. Student A will ask you questions about them in 5.

Fairtrade has helped millions of people in the Third World. It has given them hope for the future. For example producers have improved their lives and the quality of their crops, and many of them have stopped using dangerous chemicals. Communities have used the social premium to make wells to get clean water, and to build schools and hospitals. The story of Edgar and Blanca, who grow coffee and vegetables in Costa Rica, is typical. After many years of hard work they have built a bigger house and their children have received an education. 'All I have ever done is work, work, work,' says Edgar. 'I had no choice, but now my children can choose what they want to do.'

- 2 Prepare questions using these words to ask Student A more about Edgar and Blanca in 5. Use the Past Simple in all your questions.

**Example** How long ago/they/get married?  
*How long ago did they get married?*

- a Who/Edgar and Blanca/work for?
- b They/earn a lot of money?
- c What/they/buy?
- d What/they/decide to grow?
- e What/Edgar/join?
- f When/the price of coffee/fall?
- g Why/be/Edgar lucky?

- 5 Work with a different partner, Student A with Student B. Ask your questions and answer your partner's questions.
- 6 Work in groups. Discuss the questions.
- 1 Have you seen or bought Fairtrade products in your country? If so, where?
  - 2 Do you think Fairtrade is a good way to help people in the Third World escape poverty? Why? Why not?



- 7 Work in pairs. Ask your partner five questions using the words below. Tick (✓) the things your partner has done. If the answer is 'Yes, I have', ask for more details. Answer your partner's questions.

**Example** Student A *Have you travelled abroad this year?*

Student B *Yes, I have.*

Student A *Where did you go? What did you do?*

**Student A**

- 1 travel/abroad this year?
- 2 meet/any foreign visitors this month?
- 3 see/any good films recently?
- 4 do/any sport this week?
- 5 have/a birthday in the last four months?

**Student B**

- 1 have/a holiday this year?
- 2 buy/anything expensive this month?
- 3 use/English at work this week?
- 4 make/a long journey in the last two months?
- 5 read/any good books recently?

- 8 Work with a different partner. Imagine your partner is a friend you haven't seen for a long time. Tell him/her about what you've done in the last six months. Ask questions to get more information.

Begin

Student A *Hi, I haven't seen you for ages! How are you?*

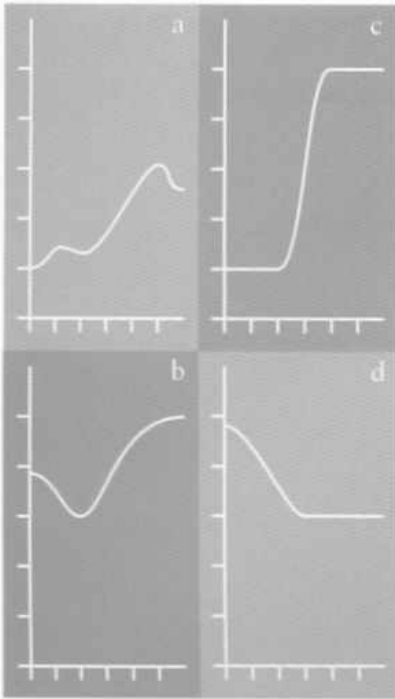
Student B *Fine thanks, but I've been very busy.*

Student A *Have you? What's happened?*



# Wordpower

## Trends file. The language of graphs



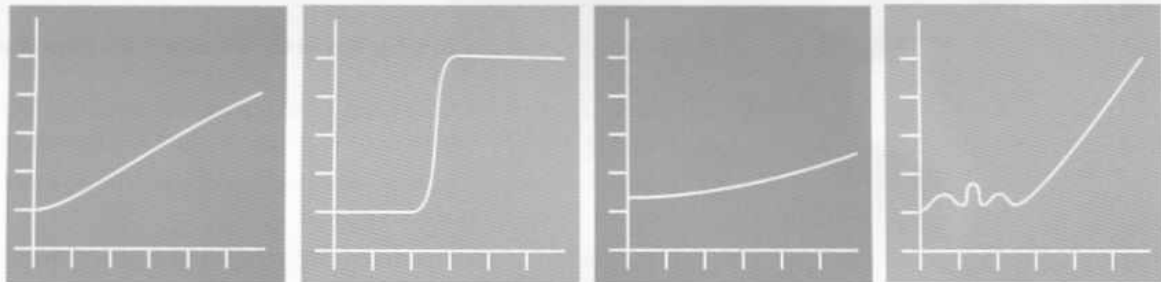
1 Match the descriptions with the correct graphs.

- 1 Exports fell slightly, then improved. \_\_\_\_\_
- 2 Unemployment decreased steadily, then remained stable. \_\_\_\_\_
- 3 Sales rose sharply and reached a peak in the summer. \_\_\_\_\_
- 4 Production costs went up dramatically, then levelled off. \_\_\_\_\_

2 Complete the table.

Verb		Noun
Infinitive	Past Simple	
▲ go up	_____	
▲ improve	_____	an _____
▲ increase	_____	an _____
▲ rise	_____	a _____
▼ decrease	_____	a _____
▼ fall	_____	a _____
▼ go down	_____	

3 Write *slightly*, *steadily*, *sharply*, or *dramatically* under each diagram.



1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_ 4 \_\_\_\_\_

4 Read the examples. Complete the sentences with the correct preposition.

Examples Sales rose **by** 2% ...

There was a slight increase **in** the rate of inflation.

There was a fall of 2.5% **in** exports ...

Unemployment remained stable **at** 2.5 million ...

Production went down **from** 5,000 to 4,400 units a month ...

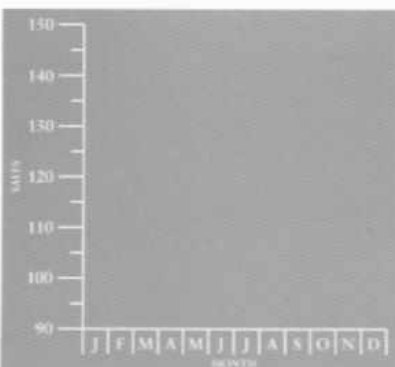
Prices increased **by** €5 per item ...

- 1 Sales went up \_\_\_\_\_ 9%.
- 2 Inflation remained stable \_\_\_\_\_ 2.5%.
- 3 There was a steady decrease \_\_\_\_\_ production costs.
- 4 Exports fell \_\_\_\_\_ 1,000 units \_\_\_\_\_ 870 units a month.
- 5 Production costs rose \_\_\_\_\_ €3 per unit.
- 6 There was a rise \_\_\_\_\_ 3% \_\_\_\_\_ salaries.

5 7.5 Listen to a sales manager describing his company's sales figures. Complete the graph.

6 Work in pairs. Choose a product you know and draw a graph to show sales of the product in a six-month period. Write a description of your graph.

7 Work with a different partner. Describe your graph to your partner. Draw the graph your partner describes. Do not show each other your graphs until you have finished.




## The best companies to work for

- 1** From the list of eleven company benefits below, find the word or phrase that means

- 1 place where babies and young children are looked after. g
  - 2 flexible working hours. \_\_\_\_\_
  - 3 extra money for doing your job well. \_\_\_\_\_
  - 4 money you get from your company when you retire. \_\_\_\_\_
  - 5 making progress in your job. \_\_\_\_\_
- a good pay and holidays
  - b bonus for good performance
  - c flexitime
  - d executive dining room
  - e free meals
  - f career development
  - g crèche
  - h fitness centre
  - i company pension
  - j private health care
  - k social and sports club

- 2** Discuss the questions.

- 1 Which three benefits in **1** are the most important ones for you as an employee?
- 2 Are there any other benefits not in the list which are important to you?

- 3**  **7.6** Listen to an extract from a radio programme called *Working Week*. It is about the best companies to work for in the UK. Answer the questions.

- 1 In the best companies, who gets benefits like private health care, a company pension, and bonuses?
- 2 Is it difficult for staff to change from full-time to part-time work in the best companies?
- 3 How many of the companies in the survey have their own crèche?
- 4 What do you not find in companies with a very open democratic structure?

- 4** Read about three companies in *The best companies to work for* survey: CMG, Keymed, and Maersk. Prepare your answers for the group discussion in **5**.

- 5** Work in groups. Discuss the questions. Give reasons for your opinions.

- 1 Do you think it is a good idea for a company to help the local community and schools like Keymed? Do you know any other companies that do this?
- 2 What do you think of CMG's open company culture?
- 3 What do you think of Maersk's holidays for staff?
- 4 Which of the three companies would you prefer to work for?

# Keymed

(Japanese-owned UK medical equipment maker)

Keymed was one of the first companies in Britain to set up a high-quality in-company crèche. The company pays most of the cost, with parents paying just £15.50 a day. There's a company pension and private healthcare, and staff get a bonus for perfect attendance. In the first half of 1999, 250 workers received £150 for never missing a day. Keymed managers are active in community organizations and schools, and the company also supports local charities\*.

— **charity** = organization that helps people who are poor, sick, etc.



## CMG

(UK information technology company)

What CMG's employees like most about their company is its culture of openness. There are no private offices and managers sit among the rest of the staff. Anyone in the company can find out a colleague's salary and performance details. CMG also believes in good management. If anyone is unhappy with their manager, the company wants them to say so. CMG gives its staff good holidays, a company pension, private healthcare, and opportunities for career development.



## Maersk

(Danish shipping company with offices in the UK)

Maersk has offices in 80 countries. Trainees can join a two-year programme in which they work in different countries before taking a management position. During that time they must study two foreign languages at evening school. Staff get private healthcare and dental treatment. At Christmas the company gives them presents of wine, chocolates, biscuits, and a £100 voucher. In summer they can have a free holiday with their family at one of the cottages the company rents in Devon, Yorkshire, and Scotland.





## Opinions and suggestions. Agreeing and disagreeing

- 1 7.7 Listen to the first part of a conversation between Duncan Ross and James Turner. Answer the questions.
- 1 What celebration does Duncan want to discuss with James?
  - 2 Why does Duncan want to charter a plane?
  - 3 What other event does Duncan suggest they celebrate?
  - 4 What does James think about this idea?

- 2 7.7 Listen again and tick (✓) the phrases you hear.

**Asking for opinions**

What do you think about ...?

What's your opinion of ...?

How do you feel about ...?

**Giving opinions**

In my opinion ...

I think ...

**Agreeing**

I agree.

I certainly agree with that.

I agree completely.

**Disagreeing**

I'm afraid I don't agree.

I'm sorry, but I disagree.

- 3 7.8 Listen to the second part of their conversation. Tick (✓) T (true) or F (false).

	T	F
1 There is a busy programme on the first day.	_____	_____
2 James thinks the treasure hunt is a good idea.	_____	_____
3 The last event on the programme is a dinner.	_____	_____
4 Duncan wants to make sure they've invited everyone.	_____	_____

- 4 7.8 Listen again and tick (✓) the phrases you hear.

**Making suggestions**

I suggest ...

How about ...?

What about ...?

Why don't we ...?

Why not ...?

We could ...

**Asking for suggestions**

Do you have any suggestions for ...?

Any ideas on ...?

**Accepting suggestions**

Yes, that's a good idea.

Yes, let's do that.

**Rejecting suggestions**

Yes, but ...

I'm not sure about that.

I'm afraid I don't like that idea.

5 Match A with B to make suggestions.

A	B
I suggest we	invite some friends for dinner?
How about	spend next Sunday in the country?
What about	going away for a few days?
Why don't we	go to a restaurant in the evening.
Why not	go skiing next weekend.
We could	buying tickets for the music festival?

6 Work in groups. Choose two or three of these statements and discuss them. Use the phrases in 2 to ask for and give opinions, and agree or disagree with your colleagues.

- 1 Flexitime at work is a good idea.
- 2 Violence on TV is dangerous.
- 3 Fast food is necessary nowadays.
- 4 Video games are bad for children.
- 5 Mobile phones – you love them or hate them.



7 Discuss one of these topics in groups. Use the phrases in 4 to suggest solutions, and accept or reject the ideas of your colleagues.

- 1 At present your company pays for your English course. Next year, it wants employees to pay 50% of the cost. What can you do to stop this change?
- 2 It's your company's 50th anniversary next year. Suggest ways of celebrating the occasion.
- 3 Your town wants to improve its leisure facilities. Suggest changes and improvements.