

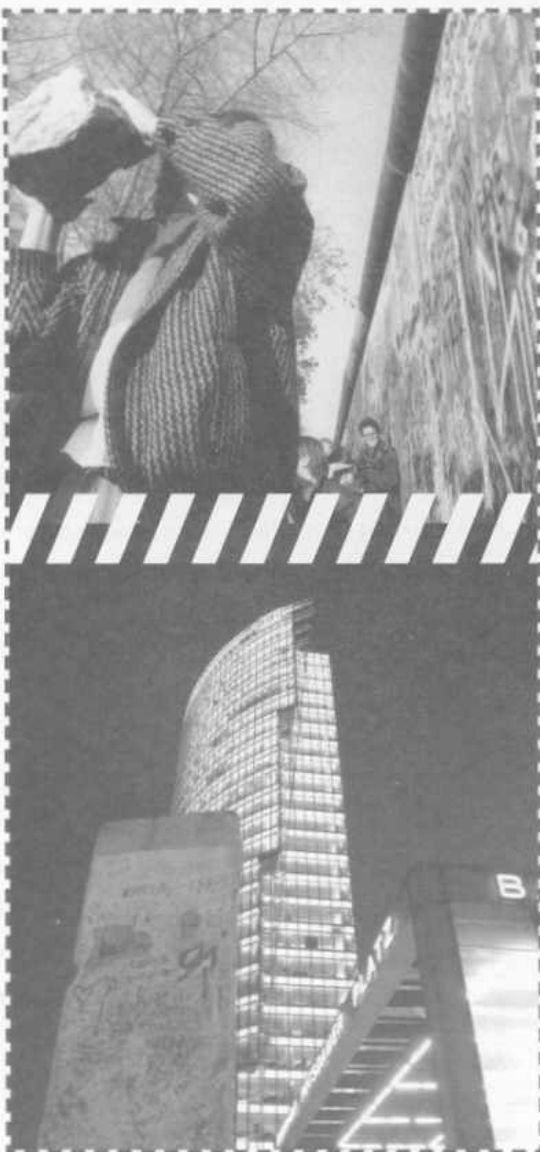
# UNIT 10

## Language focus

### 1 Present Perfect Simple

Read this section from the news magazine *World Insight*. Complete it with the correct forms of the verbs in brackets.

## A NEW START FOR GERMANY

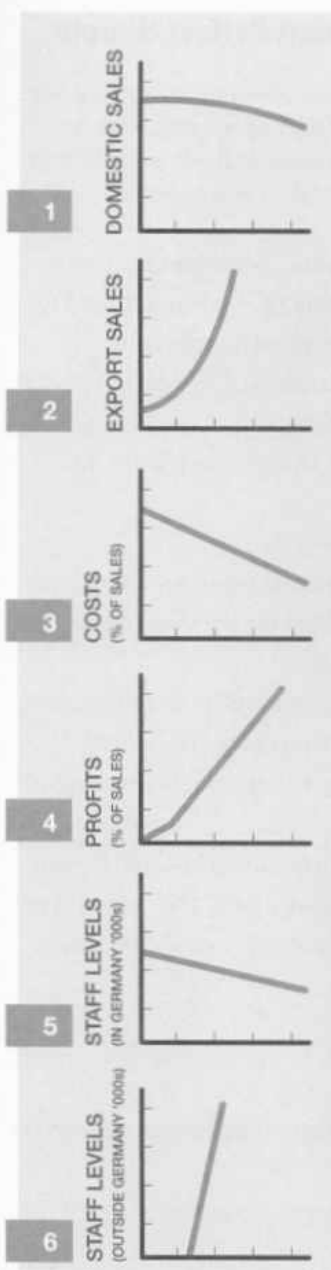


### The story so far

Since the collapse of the Soviet Union, Russia and most of central and eastern Europe have been <sup>1</sup> (be) in a period of transition, with many difficulties but also real development.

The end of Communism in the east led straight to the reunification of East and West Germany. Over the years, though, this long process \_\_\_\_\_ <sup>2</sup> (take) much more effort – and money – than people expected. So far, the Central Government \_\_\_\_\_ <sup>3</sup> (give) around €1.5 trillion – about €90 billion a year – to help rebuild former East Germany, and to do this, the rest of Germany \_\_\_\_\_ <sup>4</sup> (pay) a high price.

Many years \_\_\_\_\_ <sup>5</sup> (pass) since reunification and there are still problems, including high unemployment and an ageing population in former East Germany. However, there are signs that the people of Germany \_\_\_\_\_ <sup>6</sup> (begin) their own transition to a more dynamic future. For example, Berlin \_\_\_\_\_ <sup>7</sup> (build) a shining new city centre where the Berlin Wall once stood.



## 2 Tenses and time phrases

Rewrite the sentences. Use the verbs in brackets and change the tense from the Past Simple to the Present Perfect Simple, or vice versa. Change the time phrase if necessary.

- Marie joined the company at the age of 23. (work for)  
*Marie has worked for the company since the age of 23.*
- Axel has been Personnel Manager for the last five years. (become)  
*Axel became Personnel Manager five years ago.*
- Alfredo went away on a business trip last Wednesday. (be)  
\_\_\_\_\_
- Rula has updated all the files since last week. (start)  
\_\_\_\_\_
- Mitsuo bought his new laptop six months ago. (have)  
\_\_\_\_\_
- Raoul moved to his company apartment in January. (live)  
\_\_\_\_\_
- The company has taken on some new employees in the last six months. (begin)  
\_\_\_\_\_

## 3 Present Perfect Continuous

The graphs show recent trends at a big pharmaceuticals manufacturer, Biopharm Halle GmbH. Use information from the graphs, and combine verbs from box A and adverbs from box B to complete the section from the company report. Put the verbs in the Past Perfect Continuous.

A

rise      increase      decrease  
~~fall~~      go down      go up

B

dramatically      quickly      steadily (x2)  
~~a little~~      sharply

As we come to the end of our three-year 'new-start' programme, it is clear that Biopharm Halle's position has been improving steadily. Although domestic sales have been falling a little <sup>1</sup>, export sales \_\_\_\_\_ <sup>2</sup>. At the same time, costs \_\_\_\_\_ <sup>3</sup> and profits \_\_\_\_\_ <sup>4</sup>.

These positive developments are partly due to the fact that staff levels in Germany \_\_\_\_\_ <sup>5</sup> while staff levels in lower-cost production facilities outside Germany \_\_\_\_\_ <sup>6</sup>.

The loss of staff in Halle has been a very painful but necessary part of the company's programme for survival.



#### 4 Present Perfect Continuous and Present Perfect Simple

Dr Silke Schultz is explaining economic changes in Germany at a Chamber of Commerce meeting in Oxford. Complete this part of her talk with the verbs in brackets. Use the Present Perfect Continuous or the Present Perfect Simple. Where either Perfect tense is possible, use the Present Perfect Continuous.

SILKE Let's look first at the employment situation since reunification. For many years now, jobs have been moving <sup>1</sup> (move) abroad to parts of the world with lower costs. For example, Siemens has increased <sup>2</sup> (increase) its workforce abroad by nearly 100,000 since the early 1990s, and at the same time it \_\_\_\_\_ <sup>3</sup> (reduce) its German staff levels by around 70,000. The need to reduce costs in order to save jobs \_\_\_\_\_ <sup>4</sup> (create) a strong trend for companies to require longer hours from their workers for the same money. In Stuttgart, 6,000 Mercedes Benz workers \_\_\_\_\_ <sup>5</sup> (have to) accept a €500m reduction in labour costs in order to stop their jobs from going elsewhere. However, there are more positive things to say, too, because signs of new development \_\_\_\_\_ <sup>6</sup> (appear). Even Halle \_\_\_\_\_ <sup>7</sup> (attract) world-class, hi-tech businesses to its new science and technology park and, so far, these companies \_\_\_\_\_ <sup>8</sup> (create) over 2,500 high-quality jobs.

#### 5 Time phrases

Complete the time phrases in this article from *World Insight* with the correct prepositions – *at*, *for*, or *in*.

### GERMAN JOBS ON THE MOVE

The Berlin Wall fell in <sup>1</sup> November 1989. \_\_\_\_\_ <sup>2</sup> a short time after that, East Germany continued to exist in name, but formal unification came quickly \_\_\_\_\_ <sup>3</sup> October the following year. \_\_\_\_\_ <sup>4</sup> about this time, the other Central European countries also broke away from Communism.

This was an important opportunity for West German business. \_\_\_\_\_ <sup>5</sup> the 1980s West Germany had become very expensive, and companies had been worried about this \_\_\_\_\_ <sup>6</sup> a long time. They wanted to move, and \_\_\_\_\_ <sup>7</sup> a while many expected to set up in former East Germany. However, costs there rose rapidly to levels in the west \_\_\_\_\_ <sup>8</sup> the years after unification.

On the other hand, costs in the other Central European countries were still much lower. This was an important opportunity and, \_\_\_\_\_ <sup>9</sup> the same time, globalization was starting to take work to other low-cost regions of the world. As a result, jobs have been moving out of Germany \_\_\_\_\_ <sup>10</sup> many years now.

## 6 Present Perfect Continuous, Present Perfect Simple, and Past Simple

Read another report from *World Insight*. Complete it with the correct forms of the verbs in brackets. Use the Present Perfect Continuous, Present Perfect Simple, or the Past Simple. Where either Perfect tense is possible, use the Present Perfect Continuous.

### SUCCESS STORY IN THE EAST



Porsche has been building <sup>1</sup> (build) fast, expensive sports cars since production first <sup>2</sup> (begin) in 1948. Ever since then, the brand <sup>3</sup> (always be) about sports cars.

So when, in 1998, the company <sup>4</sup> (announce) its plan to produce a sports-utility vehicle (SUV), people <sup>5</sup> (find) this hard to believe. However, the SUV that <sup>6</sup> (appear) – the Cayenne – was excellent, and the world soon <sup>7</sup> (decide) to buy it. In fact, the Cayenne <sup>8</sup> (sell) extremely well since the beginning, and Cayenne sales <sup>9</sup> (now rise) to one in two of every Porsche sold.

An important part of its sales success <sup>10</sup> (come) from its 'Developed and made in Germany' image. In 2000 Porsche <sup>11</sup> (begin) construction of a new, super-efficient factory in Leipzig. Ever since it <sup>12</sup> (open) in 2002, the factory <sup>13</sup> (run) at full capacity. The 240 employees <sup>14</sup> (now succeed) in raising production to 34,000 vehicles per year – an amazing 141 vehicles per employee.

## 7 Practice drills: Present Perfect Simple and time phrases, and Present Perfect Continuous question forms

10.1, 10.2 Follow the instructions on the Student's CD/Cassette. If necessary, refer to the Listening scripts on pp. 85–6.

Pocket Book pp. 12–13

## Pronunciation Sentence stress for emphasis

We often use the Present Perfect Continuous and a time phrase to emphasize the length of an activity. Read the sentences aloud and mark the word or syllable with the greatest stress.

- 1 *I've been waiting for her for ages!*
- 2 Anna's been writing that report since Monday!
- 3 Harry's been travelling for a whole month!
- 4 Michelle's been doing the same job since 1990!
- 5 That man's been standing there for an hour!
- 6 You've been using the phone non-stop since lunchtime!

🔊 10.3 Listen and repeat the sentences.

## Wordpower

### 1 Word-building

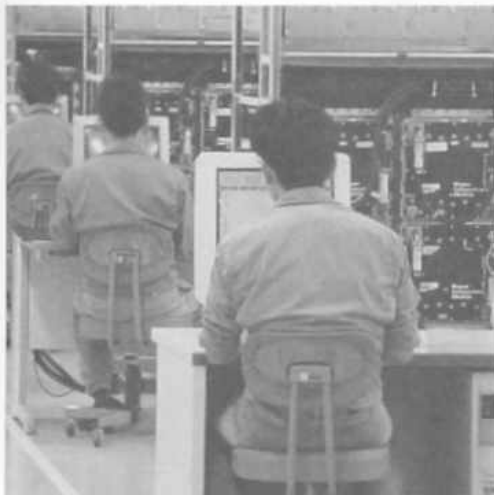
Complete the table. If necessary, look back at previous exercises in this Workbook unit, where you will find many of the missing words.

Verb	Noun	Adjective
<i>appear</i> _____	appearance _____	<i>apparent</i> _____
_____	_____	decisive _____
_____	economy _____	_____
_____	_____	employed / employable _____
govern _____	_____	_____
_____	_____	increased / increasing _____
industrialize _____	_____	_____
_____	necessity _____	_____
_____	_____	productive _____
succeed _____	_____	_____

### 2 Word-form changes

Complete the sentences by choosing two forms of the words in brackets. All the forms are in the table in 1.

- 1 (produce): X-Tech produces advanced microchips that are selling so fast that production is being raised to meet the demand.
- 2 (economize): The \_\_\_\_\_ of most countries in southern Africa are weak, and \_\_\_\_\_ development is slow.
- 3 (appear): With the \_\_\_\_\_ of strong inflation in the economy, it was \_\_\_\_\_ that the Central Bank needed to raise interest rates.
- 4 (industrialize): Many countries in East Asia see manufacturing \_\_\_\_\_ as the way to increased national wealth and are racing to \_\_\_\_\_ as quickly as possible.
- 5 (succeed): If we \_\_\_\_\_ with the first contract, I'm sure we'll be \_\_\_\_\_ in getting further work.



## Interviewing techniques

Netti Caprotti, a young lawyer from Milan, is being interviewed for a job in London by Peter Blake, partner in an international patent law firm. Complete the interview. Use the phrases in the box.

## Introducing a topic

Could I start by asking you about ...

... could we talk about ...

## Using statement questions

I imagine you ... Is that the case?

So you want to ... Is that it?

## Asking for more information

Could you expand on that?

... could you explain a bit more about that?

- PETER Well, let's begin. \_\_\_\_\_ 1  
your background?
- NETTI Certainly. I studied in Milan and completed my degree two years ago. I specialized in European patent law.
- PETER \_\_\_\_\_ 2
- NETTI Yes, of course. I wrote a dissertation on the European Patent Convention.
- PETER \_\_\_\_\_ discussed the benefits of a Europe-wide scheme. \_\_\_\_\_ 3
- NETTI Very much so. In fact, I focused particularly on the advantages to smaller companies.
- PETER Good. Now, \_\_\_\_\_ 4  
your experience since graduation?
- NETTI Well, for the last two years I've been working for a patent law firm in Milan, and now I think I'm ready to move on.
- PETER \_\_\_\_\_ get some wider experience abroad. \_\_\_\_\_ 5
- NETTI Yes, I do, particularly in the area of world-wide patent work.
- PETER Yes, I see. Now, your CV also mentions that you had some work experience in America while you were a student. That sounds useful, so \_\_\_\_\_ 6
- NETTI Yes, I had a year as an intern with a law firm in Philadelphia. I helped with American firms wanting to apply for European patents.
- PETER Well, you've certainly done some interesting things already!

 **10.4** Listen to the conversation and check your answers.



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