



WHAT IS
YOUR

LESSON 6

ALTERNATIVE?

LESSON

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IS ALWAYS
A GOOD PATH.

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Digital
Resources

PRACTICE

IS ALWAYS
A GOOD PATH.



A. Imagine that you want to know more about the people in the picture.
Write questions using the following question words to guide you.



a) Who

b) What

c) Where

L E S S O N

6

PART 1

d) When

e) Whose



LESSON

PART 1

B. Answer the following questions about time.

a) What time do you go to work?

b) What time do you have English classes?

c) What time do you arrive home from work?

C. Write a dialogue between you and a new classmate.

Ask and answer questions about these topics:

- Professional Life
- Daily Routine
- Personal Life
- Likes and Dislikes

A. When do you use the following verb forms, modal verbs, and modal expressions? Give examples to support your answers. If necessary, check your Language Guide for help.

a) Simple Past

b) Past Continuous

c) Modal Verbs Can and Could

d) Modal Verbs May and Might

e) Modal Verbs Must/Mustn't and Should

f) Used To + Verb

g) Be + Used To + -ING

B. Write a dialogue between you and a classmate in which you talk about your previous jobs and your current one. Ask and answer questions about:

- Things you did / used to do in your previous job
- Things you do / are used to doing now
- Your opinion about them

A. Answer the following questions.

a) Which expressions can you use to talk about preference?

b) Which paired conjunctions can you use to express addition, alternative, and negative?

c) How do you express a hypothesis about the present or about the future that is not likely to happen? What is the structure?

B. What kind of job would you like to have? Would it look like the one in the picture? Write a paragraph describing the job of your dreams. Make sure you use the following topics.



- Ways to express preferences
- Modal verbs and modal expressions
- One paired conjunction
- Second conditional

ADVANCED 1–
ADVANCED 2**A.** Read the following story and explain the cultural misunderstanding.

I'm from the U.K. and I got my first great job offer as a sous-chef in the U.S. I was going to work with Mark Thompson, a chef I really admire, so I didn't think twice: I packed my things right away and moved to the U.S. On my first day at work, the restaurant was crowded. I was obviously nervous, but everything went well. When dinner service was finally over, I turned to Mark and said, "Chef, I gotta go for a quick fag, but I'll be back in less than ten minutes." Mark, who is now a great friend of mine, gave me a weird look, which I interpreted as a disgust for that filthy habit I used to have, so I said, "Yes, I know it's filthy and I've been trying to quit, but right now I just need it." He said, "Just do whatever you gotta do but be back in ten, I still need to talk to you." We laugh really hard until these days when we remember that talk!

- B.** Now think about a cultural misunderstanding regarding different cities or states in your country and explain it to a foreigner.

LEARNING YOUR ALTERNATIVES

DECISIONS, DECISIONS...

A. Get two pieces of paper and write Yes on one and No on the other. The teacher is going to present facts of a situation, and when the teacher shows the questions, just raise the piece of paper with your answer. But pay attention: once you say Yes, you cannot go back to No!

B. Now form two groups: the ones who answered Yes at any moment and the ones who answered No to all questions. Together with your classmates, discuss your answer. Follow the guidelines.

- Why did you say yes or no?
- What was your alternative?
- Do you think it was a good agreement?

KNOW YOUR GAME



- A. Watch the Personal and Professional Development Video and state how important it is to plan yourself for a negotiation.

- B. BATNA stands for **Best Alternative To a Negotiated Agreement**. Do you think you should know your BATNA before or after you start to negotiate?

LESSON

LANGUAGE COACHING

PART 1

190

This is our last lesson before the exam. Grade the following topics from 1 to 10.
What would your final grade be?

| Positive Aspects | Grade |
|---|-------|
| PREPARE THE HOMEWORK | |
| COLABORATE WITH STUDENTS | |
| PREPARE THE CLASS | |
| DO ACTIVITIES IN THE PRACTICE AREA | |
| PREPARE WRITTEN ASSIGNMENTS | |
| ANALYZE MISTAKES IN THE WRITTEN ASSIGNMENTS | |
| PARTICIPATION IN THE CLASSROOM | |
| ATTENDANCE | |
| FINAL GRADE | |

FOR NEXT CLASS

Watch the Language Videos and the Personal and Professional Development Videos (Lesson 6) again.

Take the chance to analyze your Project and list questions you may have about it in the section “Your Project.”

FOR FURTHER PRACTICE

Do the activities in the Practice Area according to your level to reinforce the content you studied.

Research the term BATNA. Look for definitions, short texts, and videos.

**DON'T FORGET
TO CHECK THE**
WISE UP NEWS

NEGOTIATION

IS THE BEST ALTERNATIVE.

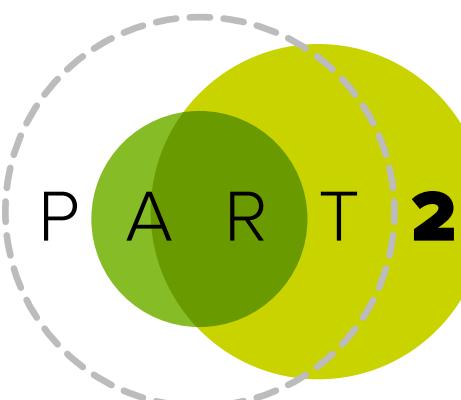
A. Throughout this module, we have followed Laura and Mitchell's negotiation. Now, based on the path to get to a win-win agreement, think about the following questions.

- Did Laura and Mitchell know their alternatives?
- If they didn't close a deal, what would their BATNA be?
- Did Laura close a deal better than her BATNA?
- Did Mitchell close a deal better than his BATNA?

B. We tend to think that negotiations only take place in business environments, but this is not true: whenever two people have different opinions or want different things—which is healthy—we engage in a negotiation process. It happens at home, at work, at school, etc. Now think of everyday life negotiations. What were your most recent negotiations?

- A. Think of everyday situations in which you have to negotiate at home.
Make a list of five common situations.

- B. Now choose one of the situations and write a dialogue of a negotiation. Use the simple present to talk about things that always happen (maybe one spouse never does the dishes, or always complains about something) and the simple past to refer to things that happened.



A. When you engage in negotiations, it is paramount to prepare yourself. One of the most important steps is to learn your alternatives and decide which your best alternative is if you don't close a deal. Think about everyday life situations in which you should learn your alternatives before you engage in a negotiation process.

B. Now choose one of the situations and write a dialogue of the negotiation. Use expressions to show opinion, to reach an agreement, and modal verbs to make predictions and to give advice.

INTERMEDIATE 3-
ADVANCED 2

- A. When you engage in negotiations, it is paramount to prepare yourself. One of the most important steps is to learn your alternatives and decide which your best alternative is if you don't close a deal. But there are some cases in which it is not possible. Can you think of situations like this?

- B. If you think about the possible outcomes for a negotiation, what is the danger of a situation in which one of the parties is unaware of their alternatives?

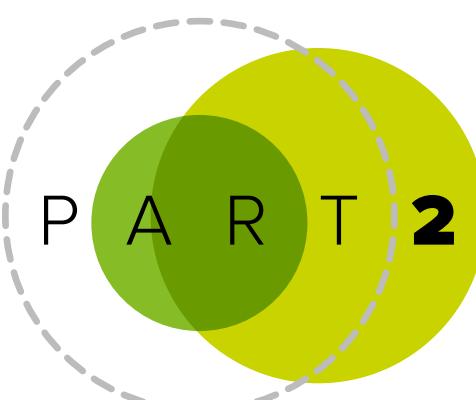
- C. Share with the group a personal situation in which you had no alternatives. What happened? How did it feel? What was the outcome?



LEARNING AND SHARING

The teacher is going to hand the Portfolio back to you. Take a look and compare yours to your classmates'. Together, you have to write at least three questions about the content, but you are free to ask more. Use the table to keep record of your questions and answers according to your level.

LESSON



PART 2

BASIC 1-
INTERMEDIATE 1

Questions

1.

2.

3.

4.

5.

6.

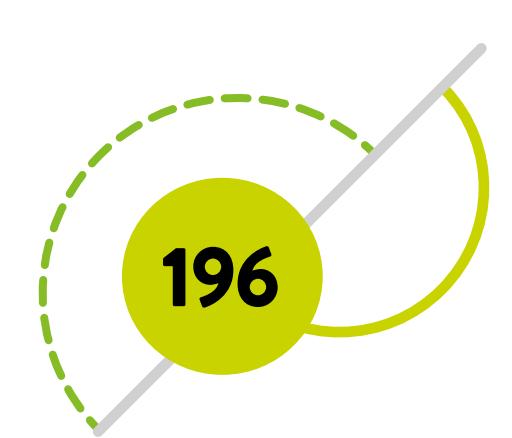
7.

8.

9.

10.

Answers



Questions

1.

2.

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10.

Answers

YOUR PROJECT

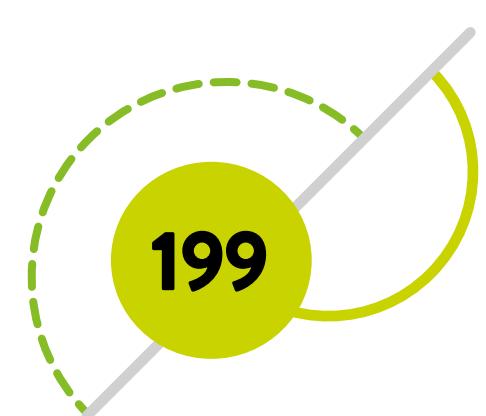
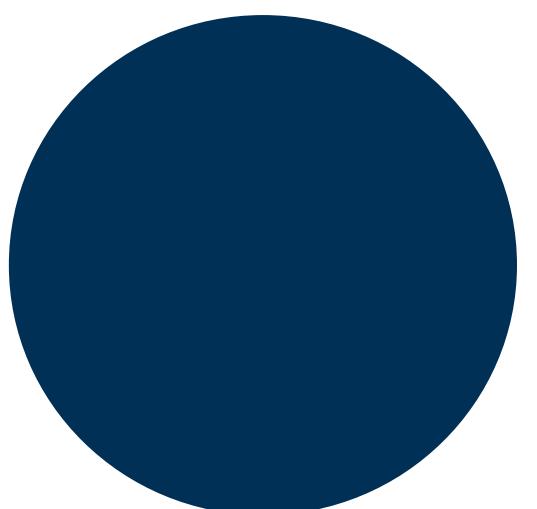


It is almost time to finish your Project: this is our last chance to check it. Take a good look at what you have so far, and use this opportunity to ask any questions you might still have.

a) Questions regarding language use.



b) Questions about the Project organization.



FOR NEXT CLASS

You've got your Project that is due on the exam day. How is it going? Time to add the finishing touches!

Watch the Personal and Professional Development Video on the online platform and do the follow-up activities (Review 1–6).

Read the Language Guide to reinforce the topics you have studied.

Don't forget to evaluate your experience this week on the online platform. Your opinion is very important for us.

FOR FURTHER PRACTICE

Visit the online platform and take the chance to improve pronunciation in the Voice Lab!

**DON'T FORGET
TO CHECK THE**
 **WISE UP NEWS**



Digital
Resources

DIGITAL RESOURCE:

Support Tables for Classroom Explanation—BATNA



Someone is selling a bottle of regular water for US\$10.
Do you buy it?

DIGITAL RESOURCE:

Support Tables for Classroom Explanation—BATNA



You are very thirsty and you haven't drunk anything for the past two hours.
Do you buy it?

DIGITAL RESOURCE:

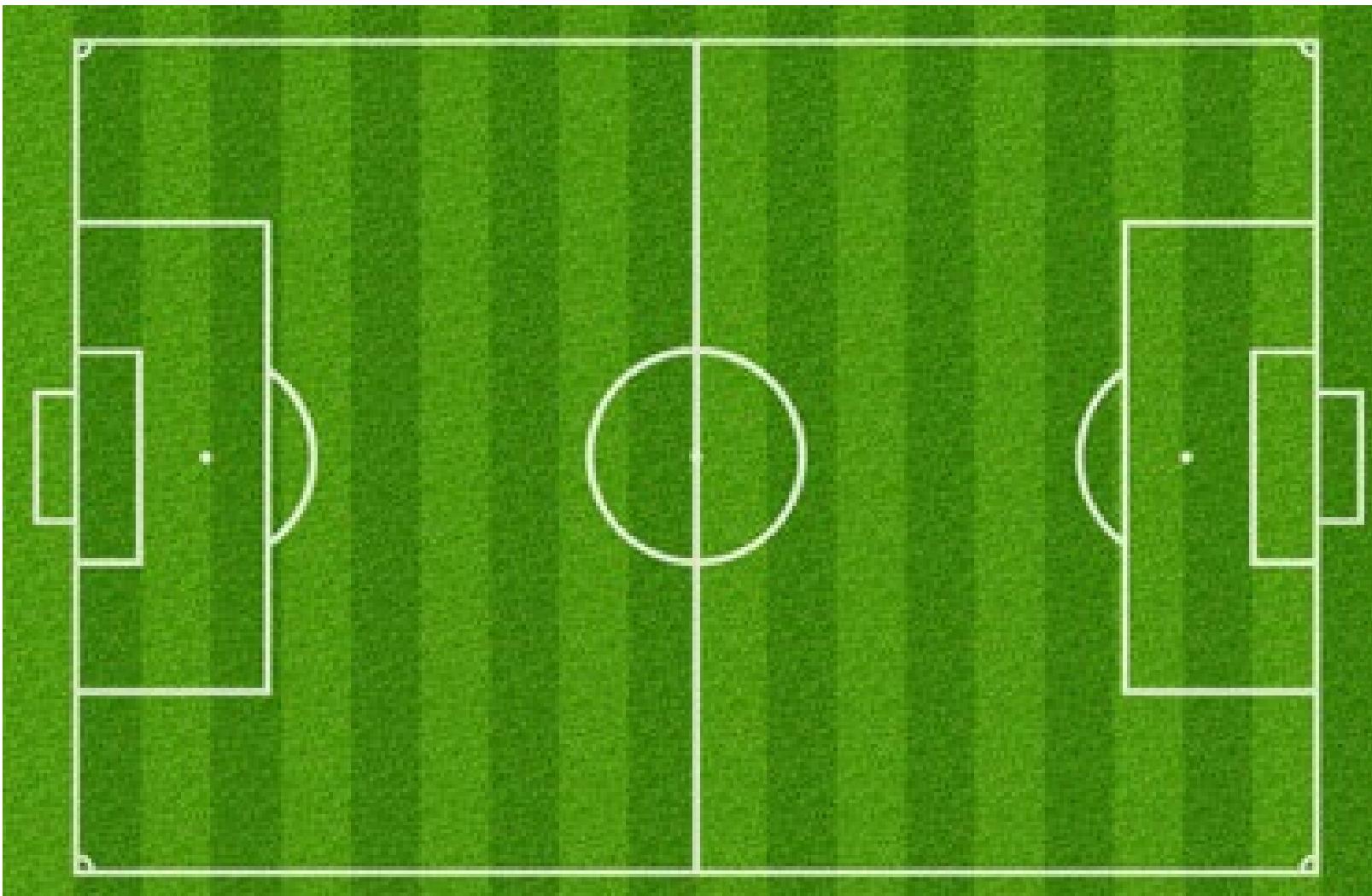
Support Tables for Classroom Explanation—BATNA



You have US\$100 in your wallet.
Do you buy it?

**DIGITAL
RESOURCE:**

Support Tables for Classroom Explanation—BATNA



You are very tired. In order to get to the next nearest point of sale, you will have to walk approximately half the size of a soccer field. Do you buy it?

DIGITAL RESOURCE:

Support Tables for Classroom Explanation—BATNA



It is extremely hot and you are among a great crowd.
Do you buy it?

L E S S O N

DIGITAL RESOURCE:

Support Tables for Classroom Explanation—BATNA

You are in a stadium and you don't want to leave for the next two hours.
Do you buy it?



DIGITAL RESOURCE:

Support Tables for Classroom Explanation—BATNA

If you walk to the next nearest point of sale, approximately half the size of a soccer field away, you can get the same bottle for US\$8.
Do you buy it?