

## 17.8 Head over heels . . .

Idioms

### A Answers

- 1 needs his head examined = do something stupid
- 2 keep your head = don't panic
- 3 in two minds = be undecided
- 4 brainwave = brilliant idea
- 5 heads = the side of the coin with the Queen's head on
- 6 over my head = too difficult
- 7 make up my mind = decide
- 8 head over heels in love = madly in love
- 9 no head for heights = suffer from vertigo
- 10 a good head for figures = aptitude
- 11 take your mind off = help to forget
- 12 keep an open mind = remain unprejudiced
- 13 off his head = crazy
- 14 slipped my mind = forget
- 15 two heads are better than one = easier to solve problems with a partner

### B Answers

- 1 play it by ear = improvise
- 2 catch someone's eye = attract attention
- 3 keep an eye on = watch carefully
- 4 see eye to eye = agree
- 5 took the words out of my mouth = just what I was going to say
- 6 keep a straight face = not laugh
- 7 with my eyes shut = without difficulty
- 8 couldn't believe my ears = be astounded
- 9 looks down her nose at = regard with disdain
- 10 follow my nose = find the way by instinct
- 11 two-faced = not hold consistent/honest opinions
- 12 lose face = lose respect
- 13 with his eyes open = fully aware of the risk
- 14 splitting hairs = make insignificant distinctions
- 15 in one ear and out the other = heard without making an impression

► Some other related idioms:

- face up to = confront problem realistically  
 save face = avoid losing respect  
 with the naked eye = without binoculars  
 be nosy = inquisitive  
 be down in the mouth = be miserable

## 18 Body and m

### 18.1 How are you

#### B Suggested answers

- 1 Doing exercises, swimming
- 2 By dieting, by doing exercise
- 3 Flu, mumps, typhoid, malaria
- 4 have drunk too much - then  
 annoyed and perhaps have  
 - worn out - eat only just  
 night - feel sleepy - have  
 had a busy day - feel exhausted
- 5 have sore feet - a chiropractor  
 are having a baby - a gynaecologist  
 consultant / a surgeon  
 the chemist - are having
- 6 hayfever - sneezing / runny  
 temperature - migraine  
 - sickness and diarrhoea  
 schizophrenia - no sense  
 finger - bleeding - a broken
- 7 hayfever - tablets, perhaps  
 don't touch it - scratch  
 bite - go to the doctor if  
 aspirin or paracetamol  
 - put a plaster on if it's sore  
 up with it or get something  
 exercises - sprained wrist  
 it - a bad cough - take
- 8 consultant - matron  
 specialist - surgeon

## 19 On business



### 19.1 On the job

#### Vocabulary

#### B Answers

- 1 application CV/résumé
- 2 wages white salary pension
- 3 competitors redundant
- 4 budget products force clients/customers
- 5 word processors
- 6 components spare parts
- 7 chairman/chairperson agenda minutes
- 8 internal memos
- 9 telex fax electronic
- 10 Boxes clockwise from top left: monitor modem  
disk drive floppy disks mouse keyboard printer

### 19.2 Great business deals?

#### Reading and listening

#### A Answers

- 1 \$24 worth of kettles, axes and cloth\*
- 2 \$80,000,000
- 3 \$27,000,000
- 4 about 12 cents
- 5 about 800,000 square miles
- 6 about 1,600,000 square miles
- 7 \$7,200,000
- 8 about 5 cents
- 9 \$750,000,000 worth
- 10 an estimated 100,000,000,000 tons

\* On a serious note: Perhaps you should remind everyone that the European colonists and settlers in North (as well as Central and South) America not only ruthlessly deprived the Indians of their land and hunting grounds by theft, trickery and force of arms, but

actually killed most of them – bloody massacres, in concent from alcoholism, from starvation, from smallpox, measles and cholera lived north of the Rio Grande

#### B Answers

1933 Seller: THE CANADIAN  
Place Product  
Canada Ten vessels

Outcome: Shipping began to boom when  
millionaire

1923–5 Seller: ARTHUR FERGUSON  
Place Product  
London Trafalgar Square  
London Big Ben  
London Buckingham Palace  
Washington The White House  
New York The Statue of Liberty

Outcome: Arthur Ferguson was  
for five years. After his release he retired to

1925–34 Seller: 'COUNT' VICTOR LUSTIG  
Place Product  
Paris Eiffel Tower, as  
7,000 tons of  
USA A machine to print  
bank notes  
Chicago A 'system' to double  
money on Wall Street

Outcome: Victor Lustig was  
in 1945 and found guilty of printing

#### Transcript

1  
In the ... er ... late 1920s, early 1930s, a  
businessman who ... er ... made ...  
tobacco into Argentina. Um ...  
this was in about ... er ... 1933,



... he wanted to get into shipping, so he ... he started looking around ... fortune and he found ten vessels ... National Steamship Company ... er ... into the ice in the St Lawrence ... away there for two years and were ... ice. Er ... in fact the story goes that ... one of the ships, he fell into a ... below. Well, the ships had cost ... before, and the owners were ... price of ... er ... \$30,000 each. He ...

... there was nothing more he could do. ... depression ... er ... came to an end ... in Europe and, of course, that ... boom. So the young man, there he ... one of the richest men in the ...

... using Scottish actor, called Arthur ... make a very good living selling ... in other words he was a con man. ... in the middle of Trafalgar Square ... 1923, and he saw an American tourist ... and Nelson's Column. He ... to the Square and started to explain ... was doing this he also slipped in a ... in debt, the British government ... to buy the Square. He said that he ... that the asking price was around ... a good price and offered to pay by ... off to okay this with his superiors ... and a half and kept the American ... said, yes, they were willing to sell to ... wrote a cheque and Ferguson ... company who would dismantle the ... to the States. Then he went off to ...

... 1000 and took a down payment on ... later he went to the United States ... cattleman for 99 years for \$100,000 ... Statue of Liberty to an Australian ... allowed the buyer to take a ... feeling slightly suspicious, showed ... was identified and sent to prison for ... he retired to California, where he ...

3

In 1925, in Paris, there was a man called Victor Lustig, he was actually a Czechoslovakian but he was living in Paris. And one day, he noticed a news item in the paper that said that the Eiffel Tower was badly in need of repair. He used his connections and got hold of some official notepaper from the Ministry of Posts and wrote letters to five businessmen inviting them to a meeting with, as he signed it, 'Count Lustig', at a famous hotel. All of them attended this meeting and they were told in so-called complete confidence that the Eiffel Tower was in a terrible condition and would have to be demolished and rebuilt, and they were invited to submit tenders for 7,000 tons of scrap metal.

Well, after the meeting, Lustig got in touch with one of them, Monsieur André Poisson, and told him that the deal would go through more smoothly if he could manage to pay a little extra money, in other words a bribe. Well, Poisson being greedy, er ... agreed to this and paid the full price for the scrap metal and the bribe. Now, he paid it in a banker's draft, er ... so Lustig took the banker's draft and left the country. Now, Poisson was so ashamed of what he'd done that he didn't dare tell the police so Lustig came back again - and repeated the trick on another businessman. However, this time after this he left the country and emigrated to America, where he continued his trade on that side of the Atlantic.

Now, one of his deals here was to sell a machine, to a millionaire, that would duplicate bank notes and for this he got \$50,000. In the 1920s he persuaded Al Capone, the famous gangster, that he had a system by which he, Capone, could double his money on Wall Street and Capone gave him \$5,000 for this. However, Lustig, probably for obvious reasons, thought better of this deal and paid Capone back his money. He became an associate of Capone's and started a new line of business, printing bank notes. But in 1934 he was caught and imprisoned. However, he escaped. Eventually, after eleven years, in 1945, he was rearrested and found guilty of printing \$134 million!! He died in prison in 1947.

(Time: 6 minutes 30 seconds)

## 19.3 Word order

### Effective writing

#### A Suggested answers

- 2 We should get in touch with them as soon as possible.
- 3 We should send them a fax immediately.
- 4 We also ought to send them a letter.
- 5 We shouldn't send them a telex every day.
- 6 We should never phone them in the morning.
- 7 We really shouldn't have taken so long to reply to their letter.
- 8 When will you have completely finished?

### B Suggested answers

- 1 They have a brand new office block in the heart of busy downtown Manhattan.
- 2 She's got a splendid well-paid job in an up-and-coming new computer software company.
- 3 The most reliable permanent member of our staff is taking early retirement.
- 4 I always stay in a lovely little traditional family hotel beside a beautiful mountain lake.
- 5 First I attended a long-winded monthly staff committee meeting and then I made an important business phone call.

### C Suggested answers


- 1 In 1968, Robert McCulloch, an American millionaire, found out that London Bridge was about to be demolished because a new one was to be built.
- 2 He decided to buy the stones, and have them shipped to America and rebuilt in the desert beside Lake Havasu in Arizona as a tourist attraction.
- 3 His offer of \$2.4 million plus an extra \$1,000 for every one of his sixty years of age was accepted.
- 4 It was only later that he realised he had made a slight mistake.
- 5 Apparently, he had assumed that it was Tower Bridge that he was buying and he hadn't realised that London Bridge was just an ordinary Victorian stone bridge!

**D + E** Follow the procedure suggested in the Student's Book.

## 19.4 On the phone

### Functions

**A** The questions in this section draw on everyone's previous experience of making phone calls. Students who lack this experience should listen carefully to those who have more experience during the discussion.

**B**  Follow the procedure suggested in the Student's Book. Encourage everyone to notice the mistakes made by the people on the recording.

### Transcript

Woman: Acme Trading, can I help you?  
 Jane: Er... hello, is Larry there?  
 Woman: Jerry?  
 Jane: No, Larry. Larry Allen.  
 Woman: Oh, Larry. I... I'm not sure, please... Larry, someone's calling.  
 Larry: Find out who it is.  
 Woman: Who's calling, please?  
 Jane: Jane McCartney.  
 Woman: Jean McSomething.  
 Larry: Never heard of her. Tell her.  
 Woman: Hello.  
 Jane: Hello. Can I speak to him?  
 Woman: I'm terribly sorry, madam. He's in a meeting.  
 Jane: When will he be free, do you think?  
 Woman: Oh, goodness - I don't know.  
 Jane: Oh dear... um... well, can you call back later?  
 Woman: Can't you call back later?  
 Jane: Not really, I'd rather like to.  
 Woman: Certainly, madam. When will he be free?  
 Jane: Can you tell him that I'll call him when he's free?  
 Woman: Oh... er... let me just find out.  
 Jane: Could he call Jane McCartney?  
 Woman: Paul McCartney - 435... for calling.  
 Jane: Good... oh, it's Jane Allen.  
 Narrator: Second call.  
 Woman: Good afternoon. Acme Trading.  
 Jane: Hello, this is Jane McCartney.  
 Woman: Hello... Hello!  
 Jane: I'm just trying to connect you.  
 Alan: Thanks.  
 Alan: Hello.  
 Jane: Hello, is that Mr Allen?  
 Alan: Yes, Alan here. Who's calling?  
 Jane: This is Jane.  
 Alan: Jan?  
 Jane: No, Jane, Jane McCartney.  
 Alan: I'm sorry I don't think I'm the wrong person. This is Alan.  
 Jane: I wanted Larry Allen.  
 Alan: Well, I'm Alan Hunter.



CURRICULUM VITAE

Name: MARY BRENDA SCOTT  
 Address: 44 London Road, Winchester SO16 7HQ  
 Telephone: 0962 8890 (home) 0703 77877 (work)  
 Date of Birth: 22 May 1972  
 Marital status: single

EDUCATION

Churchill Comprehensive School, Basingstoke	1983-1988
Winchester Technical College	1988-1990

QUALIFICATIONS

GCSEs Maths, English, French, Geography, History, Chemistry	1988
GCE 'A' Level Commerce, Economics, Spanish	1990

EXPERIENCE

Office assistant, Totton Engineering, Totton	1990
Secretary to Sales Director, Totton Engineering, Totton	1991-1992
Personal Assistant to Export Manager, Millbank Foods, Southampton	1992 to date

My work with Millbank Foods has involved responsibility for giving instructions to junior staff and dealing with clients and suppliers in person and on the telephone. I have accompanied the Export Manager to Food Trade fairs in Germany, France and the USA.

OTHER INFORMATION

I speak and write French and Spanish quite well (intermediate level).  
 I am now taking an evening course in German conversation.

OTHER ACTIVITIES AND INTERESTS

I play club basketball regularly and I sing and play guitar with a local country and western band.

REFEREES

Mrs S.J. Grant, Personnel Manager, Millbank Foods, 34-42 South Dock Drive, Southampton SO8 9QT  
 Mr John Robinson, Sales Director, Totton Engineering, Cadnam Street, Totton SO23 4GT

© Cambridge University Press 1991

## 19.8 *Hard, soft, difficult and easy* Idioms

### Answers

- 1 hard up = short of money
- 2 hardware = computer equipment      software = computer programs
- 3 hard copy = printed material produced by computer
- 4 hard disk = not a floppy disk
- 5 hard-wearing = durable
- 6 hardware store = ironmonger's
- 7 uneasy = anxious, not relaxed      he's being  
difficult = obstinate      soft-hearted = compassionate  
easy-going = not getting worried or angry      have a soft spot  
for = feel affectionate
- 8 hard/difficult      soft-spoken = have a quiet, gentle voice
- 9 hard drugs = addictive, dangerous drugs  
soft drugs = marijuana, etc.
- 10 soft/easy      hard line = uncompromising attitude
- 11 hard-and-fast rule = fixed rule
- 12 hardback = not a paperback
- 13 hard-hearted = without compassion      give someone a hard  
time = make it difficult for them      make life difficult = create  
problems
- 14 soft drink = non-alcoholic cold drink
- 15 I'm easy = I don't mind
- 16 hard sell = aggressive selling techniques      soft sell = using gentle  
persuasion to sell
- 17 hard currency = dollars, etc.
- 18 take it easy = relax

### ► Some other related idioms:

- |           |  |
|-----------|--|
| hard      | hard cash = notes and coins (not cheques or cards)                 |
|           | hard drink = whisky and other spirits                              |
|           | hard-headed = tough and shrewd                                     |
|           | hardwood = wood from deciduous trees                               |
| soft      | a soft option = less difficult alternative                         |
|           | softwood = wood from coniferous trees                              |
| easy      | take it easy = don't get excited/worried                           |
| difficult | a difficult person = unpredictable, hard to deal with or<br>please |


## 20 The natural world

### 20.1 Fauna and flora

**B** Some of these drawings  
students are more likely to  
represented and thereby 'co-

### Suggested answers (+)

- 1 hare or rabbit      squirrel  
hedgehog      leopard  
dolphin      + wolf
- 2 owl      peacock      eagle  
parrot or macaw      penguin  
vulture      + seagull
- 3 butterfly or moth      bee  
ant      mosquito  
caterpillar      + hornet
- 4 frog      dinosaur (diplo)  
dragon      alligator
- 5 rose      daffodil      poppy  
carnation      + dahlia
- 6 palm tree      cactus  
bamboo      seaweed
- 7 crab      shark      octopus  
lobster      oyster      mussel  
mullet

**C**  In this 'jigsaw'  
opening paragraph of Me  
while student B reads the  
Activity 63. Besides discus  
ask your students to writ  
'What would it be like  
yourself transformed in  
creature?'

## 21 Here is the news



### 21.1 In the news

#### Vocabulary

#### B Answers

- 1 constituency      proportional representation
- 2 majority      opposition
- 3 Senate      Representatives
- 4 Lords      Commons

► Make sure that each group talks about the political set-up in their country/countries.

#### C Answers

The underlying principle of English justice is that the defendant is innocent until proved guilty.

In England and Wales, if a person is suspected of a serious crime, they are arrested and then questioned by the police and charged with the crime. Then they may be held in custody or released on bail until their case is heard first at a Magistrates' Court, where they are represented by a solicitor. They may then have to wait some time before their case is heard in the local Crown Court or the Central Criminal Court (The Old Bailey) in London, where the defendant is represented by a barrister and the case is heard by a judge and a jury of twelve men and women. At the end of the trial they may be found not guilty and acquitted or found guilty and sentenced. They may be sent to jail, given a suspended sentence or put on probation, or perhaps made to pay a fine. If they feel they have been wrongly convicted they may appeal against their sentence.

► Make sure that each group talks about the legal system in their countries/country.

#### Extra discussion ideas

Unless this is likely to be a sensitive area for your students, perhaps ask everyone to work in groups and ask their partners:

- which political party they support and why
- which world political leader they admire most and why



## Unit 21: Here is the news

- in which political direction their country is likely to move in the future
- what their views are on the following political issues:

nationalisation      privatisation  
devolution of power to the regions      the taxation system  
spending on defence      public health care

### D Suggested answers

The manager of the bus company said that some bus services will/may have to be withdrawn in order to save money. A number of bus passengers are critical of the bus company manager's intention to withdraw some services. The Minister (of Transport, presumably) said that he/she supports the bus company manager's proposal. The bus company manager has resigned because of all the controversy over the proposal to withdraw some services. Members of the Cabinet disagreed about the proposal to withdraw bus services and the Minister of Transport has resigned as a result.

### E Answers

AXE/SCRAP = reduce/dismiss      BACK = support  
CALL = request      CLASH = disagree      CURB = restrict  
GRAB = confiscate      LOOM = be imminent      OUST = replace  
QUIT = resign      SLAM = criticise      SOAR = rise      SWOOP = raid  
VOW/PLEDGE = promise

### F Answers

BATTLE/CLASH/FEUD/ROW = disagreement      BID = attempt  
BLAZE = fire      CHIEF = person in charge / leader  
DRAMA = happening      FURY/OUTRAGE = anger  
LINK = connection      RIDDLE = mystery      SPLIT = division  
THREAT = possibility      WAR = rivalry

### G Remind everyone to do this.

## 21.2 The wrong Wolff

### Reading

#### Answers

- 1 Only one: *The Sun*
- 2 Two: *The Times* and *The Independent*


- 3 They were both German-born, an easy mistake to make, but one before publication. Moreover, the famous one is only 61.
- 4 In case people would hear about it.
- 5 They were both born in Berlin, but they both lived near to each other, and their numbers differed by one digit.
- 6 To make it easier for the reader, the *Guardian* report is written in a simple style.

## 21.3 Danger - Hip

► IMPORTANT: Allow plenty of time for preparation and discussion. The whole sequence is likely to take 15-20 minutes.

Follow the procedure suggested in the sequence.

All the activities should be done in pairs. The 'correct answers' are given for discussion.

30 May  This is a

### Transcript

Thursday 30 May

Male newsreader: Here is the story of a camp on a farm in Somerset. The camp was set up quietly. The convoy of 1000 hippies, after being prevented from entering the county, they wanted to hold a free festival. Wiltshire police banned the hippies from the county into Somerset. The hippies, who call themselves 'flower children', handouts and collect wheelbarrows, called 'benders', and police many of these vehicles. Breaking the law and causing damage, they have been charged with criminal damage to the farm.

The owner of the farm



country is likely to move in the  
ing political issues:

the taxation system  
with care

d that some bus services  
order to save money.  
tal of the bus company  
ome services.  
bly) said that he/she supports  
sal  
ed because of all the  
withdraw some services.  
out the proposal to withdraw  
transport has resigned as a result.

= support  
CURB = restrict  
ment OUST = replace  
SOAR = rise SWOOP = raid

ent BID = attempt  
rge / leader  
GE = anger  
ry SPLIT = division

## Reading

- 3 They were both German-born academics with the same name – an easy mistake to make, but one that should have been checked before publication. Moreover, the one that died was 73, while the famous one is only 61.
- 4 In case people would hear about the death at second hand.
- 5 They were both born in Berlin and came to live in London; when they both lived near to each other in Hampstead their phone numbers differed by one digit.
- 6 To make it ea-si-er for the read-ers of *The Sun* to fol-low. The *Guardian* report is written for more sophisticated readers.


## 21.3 Danger – Hippies!

### Reading and listening

► IMPORTANT: Allow plenty of time for these integrated activities. The whole sequence is likely to require at least 90 minutes, together with time for preparation and follow-up at home.

Follow the procedure suggested in the Student's Book for each stage of the sequence.

All the activities should be done by students in pairs, though some of the reading can be prepared at home before the lesson. No 'correct answers' are given here, as most of the questions are a basis for discussion.

30 May  This is a listening activity.

### Transcript

Thursday 30 May

Male newsreader: Here is the news. The group of 300 hippies who set up camp on a farm in Somerset earlier this week have promised to leave quietly. The convoy of 100 vehicles had been on the move for several days, after being prevented from setting up camp at Stonehenge, where they wanted to hold a free pop festival to celebrate the summer solstice. Wiltshire police banned this festival and escorted the slow-moving convoy out of the county into Somerset.

The hippies, who call themselves 'peace people', live off social security handouts and collect weekly unemployment benefit. There are also many school-age children amongst them. Their homes are primitive home-made tents, called 'benders', and ancient converted buses or vans. According to police many of these vehicles are unroadworthy and their drivers are breaking the law and causing a hazard to traffic. A number of hippies have been charged with drug offences since they first set up camp at the farm.

The owner of the farm at Lytes Cary near Somerton, Mr Les Attwood,

**10 June and 12 June** This can be set as homework, but should be discussed in class.

### Suggested answers

- 1 Sympathetic
  - 2 No need to go in at 4 a.m.; no need for so many police officers; no consideration given to the consequences of 'neutralising' the Convoy
  - 3 Hmm: they seem more concerned with criticising the police and the Government. Perhaps the main point is that 'someone' is going to have to come up with a permanent solution, rather than a series of temporary ones.
  - 4 To avoid further violence
  - 5 He doesn't seem to like them very much
  - 6 To point out that the police behaved kindly - 'the firm, caring operation by the police'
- Ask everyone to what extent reading the editorial and the letter has changed their view on the events of May to June.

## 21.4 Semantic markers

### Effective writing

**A + B** Follow the procedure suggested in the Student's Book. Perhaps highlight the relevant points in your own copy of the Student's Book.

### C Suggested answers

Although it must be admitted that / Although hard drugs can never be totally defeated, there are a number of steps that should be taken to reduce their use. Furthermore / What is more these steps must be taken at once - before it is too late.

Firstly / In the first place / First of all, national governments throughout the world must control the use and supply of drugs within their borders. This means that / It follows that international organisations must coordinate individual states' policies. States which 'supply' drugs may be pursuing contradictory policies to states that 'consume' them and as a result of this / consequently / this means that time and effort is frequently wasted.

Secondly, ..



## 21.5 Reports and opinions

Creative writing

**A + B** Follow the procedure suggested in the Student's Book. Your students might prefer to use their own news photos instead of or as well as the ones in the Student's Book.

## 21.6 Back, front and side

Idioms

### Answers


- 1 front-page news = important news
- 2 background = family, interests, etc.
- 3 on the side = unofficially
- 4 side-by-side = next to each other
- 5 behind my back = without my knowledge
- 6 front-runner = favourite
- 7 backhand = tennis stroke
- 8 back you up = support
- 9 backed out of = withdraw
- 10 National Liberation Front = political/military group
- 11 back-up copy = reserve
- 12 backwards = in reverse
- 13 back-bencher = non-office-holding
- 14 side-effect = secondary result
- 15 back to front = the wrong way round
- 16 a front = a way of hiding
- 17 front back
- 18 from side to side = swaying
- 19 backed down = accept defeat
- 20 sidetracked = distract

## 22 Education

### 22.1 Schools and colleges

#### B Answers

- 1 nursery / nursery school
- 2 primary secondary
- 3 General Certificate of Secondary Education  
General Certificate of Education
- 4 terms semesters
- 5 public
- 6 degree Bachelor of Arts  
Bachelor of Education  
thesis (a dissertation is used)  
Master of Arts (or MSc)  
Doctor of Philosophy (DPhil)

**D**  The descriptions are simplified. Depending on the country, you may need to supply your students with more information.

**E + F** Follow the procedure in the Student's Book. Direct the class to the appropriate page in the Student's Book.

#### Transcript

- David:** Well, in Britain, you start off at a primary school, then on to a secondary school. At sixteen you take the General Certificate of Secondary Education. At school for another two years, at eighteen, after the A-levels, you can go on to a course of study that's usually for three years. That's usually for the Bachelor of Arts or the Bachelor of Science. The United States has elementary school, middle school, high school, and then college.