

## Introduction

- 1 Read the sayings above connected with money. Decide what is meant by each one.
- 2 Now, decide on what type of situation you might need to use each one in.
- 3 2.16 Listen to three people talking about their attitude to money. Which speaker do you identify with most?
- 4 The speakers mentioned *splash out*, *fritter away*, *not have a penny to rub together*. What do these expressions mean?
- 5 Divide the words below into the three groups that follow.

fork out prosperous hard up squander sink (into)  
be on the breadline loaded shell out be rolling in it  
be strapped for cash well off deprived funnel affluent  
siphon off broke hoard penniless privileged needy

- a synonyms of poor
- b synonyms of rich
- c collocations with the word *money*

- 6 Look back at the words in 5. What is the difference in meaning and use between each word in the group?

- 7 Read the text below. Then answer the questions that follow.

The English find ‘doing business’ awkward and embarrassing at least partly because of a deep-seated but utterly irrational distaste for money-talk of any kind. When it comes to what we call ‘the sordid subject of money’, we tend to become tongue-tied and uncomfortable. Some cover their embarrassment by joking, some by adopting a blustering, forthright, even aggressive manner; some become flustered and hurried, others may be over-polite and apologetic, or prickly and defensive. You will not often see an English person entirely at ease when obliged to engage in money-talk.

a To what extent is this true where you are from?

b What is your attitude to money?

**1 Which of these descriptions best sums up your attitude to shopping? Why?**

- |                           |                                 |
|---------------------------|---------------------------------|
| I like to shop around.    | I can never decide what to buy. |
| I'm a window shopper.     | I buy things on impulse.        |
| I'm a compulsive shopper. | I'm a reluctant shopper.        |
| I can shop till I drop.   | I'm a bargain hunter.           |

**2 Read the text below, ignoring the gaps. Then answer these questions.**

- What myth does the text explode?
- What solution to the effects of retail therapy is put forward?

### Retail therapy

For many people, 'retail therapy' offers the ultimate salvation (0) *from* the stresses of modern living. But a major new study now suggests that for millions of people, binge shopping is (1) ..... longer an emotional cure-all. (2) ..... anything, it may make you feel worse. 'For significant numbers, dissatisfaction is now part of the shopping process,' said Lucy Purdy of analysts Publicis, which (3) ..... out the nationwide study. 'Shopping offers a short-term buzz, and, (4) ..... a society, we now recognize this and we're getting fed (5) ..... with short-term emotions.' The

Publicis researchers said retailers should tailor their marketing more carefully so that shoppers don't feel that they are being tricked (6) ..... making unnecessary purchases.

The psychologist Oliver James said: 'We're now seeing a generation which has been brought up to believe that the pursuit of status and wealth is the route to fulfilment, which has (7) ..... out to be manifestly not true. In fact, (8) ..... rich you are has no bearing whatsoever on your mental health or well-being.'

#### Tip

Make sure you read the whole sentence to give you a better idea of what word will fit the gap.

### Exam practice

- Read the text again. For questions 1–8, think of the word which best fits each space. Use only one word in each space. There is an example at the beginning.
- To what extent do you agree with Oliver James' comments?

### Grammar See notes page 160

#### Reported speech



- Look at sentences a–c which report what was said in the text in 2. Is one of the options in *italics* in each sentence more appropriate than the other, or are both possible? Give reasons for your choices.

- Lucy Purdy said that, for significant numbers, dissatisfaction *was / is* now a part of the shopping process.
- The Publicis researchers actually said that shopping *was / is* a short-term buzz, and, as a society, we now *recognize / recognized* this.
- Oliver James said that we *were / are* now seeing a generation which *had / has* been brought up to believe that the pursuit of status and wealth *was / is* the route to fulfilment.

**Reporting questions****6 How would you report the following questions?**

- a 'Have you ever bought something and then regretted it?' Bella asked me.
- b 'How many T-shirts did you buy yesterday?' Tom asked me.
- c 'Who is the man in the grey suit?' Paul asked me. 'Is he your bank manager?'
- d 'When should I start a savings account at your bank and why should I do it?' I asked the bank manager.
- e 'Have you been given a pay rise or not?' I asked Pat.

**Reporting verb patterns****7 Divide the reporting verbs below into groups according to the patterns in a–e.**

*encourage explain promise whisper agree tell refuse ask suggest boast*

a *to + infinitive*

b *object + to + infinitive*

c *that*

d *-ing*

e *to + object + that*

**Synonyms****8 Match the words below to their synonyms above in 7. How are the words different in meaning and use?**

*acquiesce blab brag clamour clarify demand egg on  
fill in go along with gloat moot mouth mumble pledge  
propose rebuff spell out swear turn down urge*

**9 2.17 Listen to conversations a–k. Report the conversations using appropriate verbs from 7 and 8.**

## Vocabulary

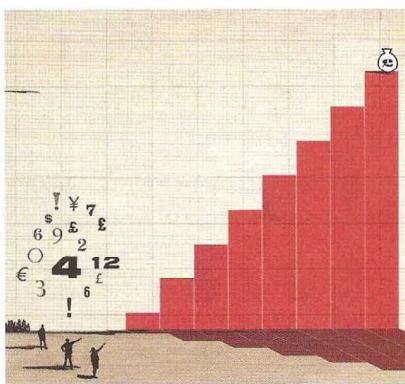
**Describing voice** 10 Look at these adjectives. Decide which ones describe the quality of a voice and which describe emotion in a voice.

*husky stern gravelly shrill slurred velvety grating  
high-pitched booming whiny hushed matter-of-fact  
mellifluous tremulous gruff plummy taut*

11 Can you use any of the adjectives in 10 together, e.g. a *gruff, matter-of-fact voice*?

# Listening

## Part 1



### Tip

On the first listening, put a dot beside the answer you think is correct. On the second listening, check that the other options can be eliminated.

- 1 What does success mean to you? How would you go about achieving it? How difficult might it be to achieve your aims?

### Exam practice

- 2 2.18 You will hear three different speakers. For questions 1–6, choose the answer (A, B or C) which fits best according to what you hear. There are two questions for each extract.

**Extract One:** You hear a woman training a new recruit to a firm selling water purifiers.

- 1 What is the woman's view of the ten-point plan approach to selling?
  - A It helps to identify potential customers.
  - B It comes complete with all the necessary paperwork.
  - C It is likely to succeed within a specific time period.
- 2 What does she emphasize as a particularly important factor in door-to-door selling?
  - A being extremely well dressed
  - B interacting socially with potential customers
  - C dealing with objections at the door

**Extract Two:** You hear a fashion designer talking about footwear.

- 3 In the speaker's opinion, fashions in shoes are now becoming
  - A more sport-orientated.
  - B less formal.
  - C more versatile.
- 4 He feels that the main sports shoe manufacturers should
  - A be wary of competition.
  - B employ more adventurous designers.
  - C take advice from traditional specialists.

**Extract Three:** You hear a pop star talking about his sudden rise to fame.

- 5 What does the man put his initial success down to?
  - A experience gained touring with a group
  - B setting up in business on his own
  - C working in the film industry
- 6 What is his attitude towards his potential wealth?
  - A He thinks he'll find it hard to cope with.
  - B He's afraid it will be short-lived.
  - C He won't let it change him.
- 3 How different were the aspirations and achievements the speakers mentioned from the ones you talked about in 1?

### Vocabulary

#### Success and failure

- 4 Which of the words below describe success, and which failure? Which are formal and which are less formal? Decide what situations they can be used in.

*take off flunk bomb go down a storm go to pieces breakthrough lapse on the rocks out of your depth go under buoyant blow it come unstuck flop miss the boat cut your losses sail through rest on your laurels*

- 5 Use the language from 4 to talk about success and failure. Think about:  
*products companies yourself friends family*