**VOCABULARY**

1. **Match the vocabulary with the definitions.**

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| --- | --- |
| 1. charge \_\_\_F
 | 1. money that is made in a business, through investing, etc., after all the costs and expenses are paid: a financial gain.
 |
| 1. competitor \_\_\_D
 | 1. failure to keep or to continue to have something.
 |
| 1. entrepreneur \_\_\_G
 | 1. somebody who sells in small quantities directly to the ultimate consumer.
 |
| 1. loss \_\_\_B
 | 1. someone who is trying to win or do better than all others especially in business or sports: someone who is competing.
 |
| 1. manufacturer \_\_\_J
 | 1. payment for labor or services to a worker, especially payment on an hourly, daily, or weekly basis or by the price.
 |
| 1. profit \_\_\_A
 | 1. to give a job or responsibility to (a person or group) : to make (a person or group) responsible for something.
 |
| 1. retailer \_\_\_C
 | 1. a person who starts a business and is willing to risk loss in order to make money.
 |
| 1. supplier \_\_\_I
 | 1. someone who buys large quantities of goods and resells to merchants rather than to the ultimate customers.
 |
| 1. wage \_\_\_E
 | 1. someone whose business is to supply a particular service or commodity.
 |
| 1. wholesaler \_\_\_H
 | 1. a company that makes a product.
 |

**KEY LANGUAGE**

|  |  |  |
| --- | --- | --- |
| How many would you like to order? | Let me check if I understand you. | That sounds fine. |
| We’re thinking of placing a large order. | I’m afraid that would be a bit difficult. | What about if we paid earlier? |

1. **Read the dialogue and fill in the blanks with the appropriate sentences given in the box.**

*Italian salesman, American supplier*

I: Hello, Prima Furnishings. Can I help youı?

A: Hello, I’m calling from a company in the United States and we’ve been looking at your catalogue. (1)\_\_**We’re thinking of placing a large order**\_\_\_.

I: I see. Are you a supplier in the US?

A: Yes, we supply furniture stores. Especially slightly upmarket ones and we really like your range of lamps a great deal.

I: That’s nice to hear. Were there any in particular?

A: We were thinking of ordering some of the Fatima lamps.

I: OK. So (2)\_\_\_**How many would you like to order?**\_\_\_.

A: Well, we think we’ll need about three hundred.

I: Er… (3)\_\_\_**I’m afraid that would be a bit difficult**\_\_\_\_. That’s a large quantity. We wouldn’t have that amount in stock.

A: I know, but the more we order the lower our shipping costs will be. (4)\_\_\_**What about if we paid earier?**\_\_\_\_. So instead of payment on delivery we could pay- say 50 percent before. How do you feel about that?

I: (5)\_\_\_**Let me check if I understand you**\_\_\_. You’d pay us half the amount before you receive them?

A: Yes, would you be able to do that?

I: (6)\_\_\_**That sounds fine**\_\_\_\_. You know we could probably do something about the shipping costs as well…

**GRAMMAR**

1. **Put the verbs in brackets into the past simple or the past continuous.**

|  |
| --- |
|  It was a cold winter's night. The wind 1) **was blowing** **(blow)** and thick snow 2) ..**was falling**.. **(fall)** to the ground. None of us could sleep, so we all 3) ...**were staying**... **(stay)** up late. While we 4)..**were sitting**.. **(sit)** in the living room, listening to my brother, Jed, play the guitar, Mum 5) ...**came**.... **(come)** out of the kitchen with hot chocolate for everyone. We 6) ..**were having**... **(have)** a great time when, suddenly, all the lights 7) .....**went**...... **(go)** out! Mum 8) ...**.began**.... **(begin)** looking for some candles. Ted 9) ...**was trying**... **(try)** to help us when my little sister, Emma, 10) …**fell**… **(fall)** off the couch.As I 11) ....**was trying**..... **(try)** to reach her, I 12) ....**tripped**.... **(trip)** over mybrother's guitar. Luckily, Dad 13) ...**.found**....**(find)** some matches and 14)....**lit**..... **(light)** the fire. We could see again but we couldn't stop laughing! |

1. **Put the verbs in brackets into the past simple or the past perfect. State which action**

**happened first.**

1. When I **left (leave)** the house, I **realised (realise)** that I **had forgotten** **(forget)** to take my keys with me.

**First action: had forgotten**

1. After I ....**had finished**.... **(finish)** digging the garden, I …**decided**….**(decide)** to go for a walk.

**First action:** ....**had finished**..

1. I ...**lent**... **(lend)** Alisha some money only after she …**had promised**… **(promise)** to give it back the next day. **First action:** ...**had promised**..
2. Kate ....**had studied**.... **(study)** for her Maths test before she ...**went**... **(go)** out with her friends.

**First action:** ....**had studied**...... .

1. I ....**bought**...**(buy)** Beckie a plant yesterday because she ...**had sung**.... **(sing)** so well in the concert the night before. **First action:** ....**had sung**... .
2. **Read the text below and choose the correct word for each space.**

|  |
| --- |
| **STARS AT THE START** Don't feel bad if your first job isn't anything exciting. Before they were famous, some of today's stars 1) ........... ordinary jobs, too!  Tom Cruise 2) ................ from a wealthy family. When he was a teenager, he 3) ........ newspapers in his neighbourhood. 4) ........... Beyonce Knowles was a singer and well-known actress, she helped out at her mother's beauty salon. She 5) ………………... money cleaning the floors. Brad Pitt wasn't always a famous actor. 6) ……………. he was trying to get acting roles, he 7) ........ many odd jobs to pay his bills. Once he worked at an el Pollo Loco restaurant dressed as a giant chicken! Pop star Gwen Stephanie 8) ................. start off on stage. Before she 9) …………….. a famous singer, she 10) ……………. at a local ice cream shop. |

1. a. has b. were having  **c. had had**  d. have had
2. a. hasn't come b. not came  **c. didn't come** d. was not coming
3. **a. delivered** b. was delivering c. has delivered d. had delivered
4. a. When **b. Before** c. While d. Since
5. a. did make b. had made c. has made **d. made**
6. **a. While** b. After c. By d. By the time
7. a. does **b. did** c. was doing d. had done
8. a. didn't use to b. wouldn't  **c. didn't** d. had not
9. a. become b. has become  **c. became**  d. was becoming
10. a. had used to work **b. used to work**  c. was used to d. would work
11. **Rewrite the sentences. Use the words in capital letters. Do not change the meaning of**

**the original sentences.**

1. I put on ten pounds and then decided to go on a diet. **BY THE TIME**

**By the time I had decided to go on a diet, I put on ten pounds.**

1. Judy was walking down the street when she saw an accident. **AS**

**As Judy was walking down the street, she saw an accident.**

1. First they washed the car and then I they waxed it. **AFTER**

After **they had washed the car, they waxed it.**

1. Lisa made a sandwich and then sat on the coach to relax. **BEFORE**

Before **Lisa sat on the coach to relax, she had made a sandwich.**

1. We packed our suitcases and then left for the airport. **AS SOON AS**

As soon as **we had packed our suitcases, we left for the airport.**

1. We finished our work and then went out. **HAD**

We **went out after we had finished our work.**

1. They first met in France and, three years later, they got married. **HAD**

They **got married , three years later, after they had met in France.**

1. **Put the verbs in brackets into the correct active or passive tense.**
2. A burglary 1) **was carried out** (carry out) in the high street yesterday morning. Two men

2) …**entered**… (enter) a jeweller’s shop and 3) …**ordered**.. (order) the assistant to hand over jewellery and money. The thieves 4) ….**escaped**…. (escape) with jewellery worth £2.000, but they 5) …**were** **arrested**.. (arrest) later, as they 6) …**tried/were trying**….. (try) to leave the country.

1. Floods 1) …**are caused**….. (cause) when a river 2) ……**bursts**… (burst) its banks. This can happen if there 3) …**is**….. (be) an unusual amount of rain, or if snow 4) …**melts**… (melt) and the river 5) …**overflows**…. (overflow). When a flood 6) …**takes place**…. (take place), crops 7) …**are destroyed**… (destroy) and homes 8) …**are damaged**.. (damage).
2. Tony O’Connell 1) …**works**…. (work) for a large company. Last year, he 2) …**was promoted**.. (promote) to the position of manager. He 3) …**was given**… (give) a large office and a company car. He now 4) …**has**… (have) a secretary who 5) …**answers**….. (answer) his calls, and he 6) ……**is paid**….. (pay) a lot more money than before. He 7) …**feels**…. (feel) very happy about his job now.
3. Dogs 1) …**are**… (be) very loyal animals. They can 2) …**keep**….. (keep) you company and 3) …**protect**.. (protect) you. However, you must 4) …**look after**…… (look after) your dog. They have to 5) …**be taken**… (take) for long walks and 6) …**fed**….. (feed) regularly. You may 7) …**find**… (find) that dogs are expensive pets, but they 8) …**make**…… (make) great companions.
4. **Rewrite the following passage in the passive. Be careful that some sentences may need to remain in the active form.**

Yesterday a group of French tourists arrived in İstanbul. The travel agency had organized a daily tour for them and took them to several places around the city. First, they visited the historical places in Sultanahmet and then there was lunch at the Four Seasons Hotel. When the tourists got to the Archeological Museum, they were taking a group of Italian tourists into the museum. The local guides gave information about the items in the museum in English, French and German. Nobody translated it into Italian. So, some of the tourists didn’t understand this information. They were asking questions in Italian. Finally, they called another guide and he explained them everything in Italian.

**Yesterday a group of French tourists arrived in İstanbul. A daily tour was organized by the travel agency and they were taken to several places around the city. First, historical places in Sultanahmet were visited and then there was lunch at the Four Seasons Hotel. When the tourists got to the Archeological Museum, a group of Italian tourists was being taken into the museum. Information was given by the local guides about the items in the museum in English, French and German. It was translated into Italian by nobody (it wasn’t translated into Italian). So, this information wasn’t understood by some of the tourists. Questions were being asked in Italian. Finally, another guide was called and everything was explained to them in Italian.**

**EXTRA PRACTICE**

1. **Complete the paragraphs with the most appropriate sentences.**
	* + 1. Food and cooking hygiene includes a number of routines which should be followed to avoid potentially

severe health hazards. \_\_\_\_\_\_\_\_\_\_\_\_\_\_. Besides, wash hands with soapy water before preparing food. Also, wash meat, fruit, and vegetables thoroughly before use.

1. Food can transmit disease from person to person
2. **First of all, wear clean clothes and protective apron**
3. The bacteria in food can cause food poisoning
4. Among the modern processes for food preservation are refrigeration and canning
5. Freezing is one of the most commonly used processes for preserving a very wide range of food stuffs
	* + 1. Atlantis is an island whose existence and location have never been confirmed. The first references to Atlantis are from the classical Greek philosopher Plato, who said it was engulfed by the ocean as the result of an earthquake 9,000 years before his own time. \_\_\_\_\_\_\_\_\_\_\_\_\_\_. They also added that Plato made up the story using elements that may have been drawn from real events.
6. Plato described Atlantis as an ideal state, and the name is considered synonymous with Utopia.
7. Plato’s accounts of Atlantis are in his works Timaeus and Critias and these philosophical dialogues are the earliest known references to Atlantis
8. The legend of Atlantis is frequently featured in many books, movies, television series, and other creative works
9. **While there are many hypotheses about Atlantis, the vast majority of scientists conclude that Atlantis never existed**
10. According to the legend, an island called Atlantis in the Atlantic Ocean was swallowed by an earthquake
	* + 1. If you are under stress, your eating habits are making the problem worse. \_\_\_\_\_\_\_\_\_\_\_. First, cut down on coffee, tea and cola drinks. They all contain caffeine, which makes you feel better for a few minutes, but which also destroys the vitamins in our bodies. Try not to sweets, biscuits and cakes as well.
11. In the long term, alcohol causes depression
12. **The effects of stress can be lessened by following some simple advice**
13. They consume sweets, biscuits and cakes frequently
14. Remember to eat a good breakfast to start the day well
15. If you eat too quickly, you can have problems with your stomach in the long term
16. **Choose the correct sentence with the closest meaning to the given sentence.**
	* + 1. Due to the fact that the demand for tea was very high in the 19th century, its price was astronomical.
17. It was not until the 19th century that the demand for tea started to increase.
18. **The demand for tea was so high in the 19th century that its price was enormous.**
19. In the 19th century the price for tea didn’t increase despite the demand.
20. It was its astronomical price which decreased the demand for tea in the 19th century.
21. In the 19th century, even though the demand for tea was enormous its price remained cheap.
22. Adults laugh less than children, probably because they play less.
23. Unlike adults children laugh more while playing games.
24. Since adults have less time playing games; they don’t laugh as much as children.
25. No matter how much adults play, they can’t laugh more than children.
26. It seems that adults, who don’t laugh much, didn’t play much with other children when they were young.
27. **The reason why adults laugh less than children might be that they play less.**
28. We must remember what happened in the past so that it will never happen again.
29. If we could remember the past, it would not happen again.
30. Since we all tend to forget what happened in the past we do the same again.
31. We couldn’t remember what happened in the past so we did it again.
32. **In order not to repeat the past, we should certainly not forget what happened then.**
33. Those who couldn’t remember what happened in the past were more likely to repeat it.