**VOCABULARY**

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

|  |  |
| --- | --- |
| 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 |
| 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: negotiating**

1. **Match the questions with the answers.**

|  |  |
| --- | --- |
| 1. Where is the caller based? \_**d**\_\_ | 1. From their catalogue. |
| 1. Where did he find out about Prima’s products?\_**a**\_\_ | 1. Three hundred. |
| 1. What kind of company does the caller work for?\_**f**\_\_ | 1. 50% of the payment before delivery. |
| 1. What is he particularly interested in?\_**h**\_\_ | 1. The United States. |
| 1. How many does he want?\_**b**\_\_ | 1. It reduces shipping costs. |
| 1. Why is that a problem?\_**g**\_\_ | 1. A supplier of furniture stores. |
| 1. What is the advantage of ordering a large amount?\_**e**\_\_ | 1. They don’t have that amount in stock. |
| 1. What does the caller offer?\_**c**\_\_ | 1. Their Fatima lamps. |

1. **One word is missing from each sentence. Write it in.**
2. How many **would** you like to order?
3. We are thinking **of** placing a large order.
4. I’m afraid **that** would be a bit difficult.
5. What about **if** we paid earlier?
6. How **do** you feel about that?
7. Let **me** check if I understand you.
8. Would you **be** able to do that?
9. That **sounds** fine.

**GRAMMAR**

1. **Read the article and choose the correct words in italics.**

**Steve Fossett**

Steve Fossett was always looking for adventure even as a boy in the 1950s. After some years in business, he ***began*** */ was beginning* his well-known adventures, from swimming the English Channel to sailing round the world. But Fossett is best-known for his adventures in the air –in hot- air balloons, gliders and light aircraft. In 2005 he ***broke*** */ was breaking* the record for non-stop flying when he flew round the world in 67 hours without stopping for fuel. A year later, as he *attempted /* ***was******attempting*** to break the record for the longest flight, he had to stop because part of his engine had failed – but he broke the record, anyway.

Fossett’s adventures often put him in danger – in 1998, while he *travelled /* ***was*** ***travelling*** around the world in a balloon, he almost died *while /* ***when*** the balloon fell from the sky. In the end, it was a routine flight that ***took*** */ was taking* his life – he was flying a small plane across the Nevada Desert in September 2007 when he ***disappeared*** */ was disappearing*. No one could find him, then, some months later, a hiker *walked /* ***was******walking*** through the mountains in Southern California when he ***noticed*** */ was noticing* some personal items which ***belonged*** */ were belonging* to the adventurer, and soon afterwards a search party ***found*** */ was finding* the wreckage of the plane. Some time later, Fossett’s body was found – his adventures were over.

1. **Complete the text with the past simple or past continuous form of the verbs in brackets.**

**The Vikings in America**

According to Viking records, around the year 1000, while some Viking sailors (1)\_**were** **looking** **for**\_\_\_\_ (look for) the coast of Greenland, they (2)\_**reached**\_\_\_\_\_ (reach) the eastern coast of America. While they (3)\_**were** **living**\_\_\_\_\_\_ (live) there, they (4) \_**tried**\_\_\_\_\_\_ (try) to trade with the local Native Americans, known by the Vikings as Skraelings, but in the end the Native Americas (5) \_**fought**\_\_\_\_ (fight) them and (6) \_**drove**\_\_\_\_\_ (drive) them out. After several attempts to return, the Vikings (7) \_\_**gave** **up**\_\_\_ (give up). In 1968, while some archeologists (8) \_\_**were** **working**\_\_\_ (work) in Newfoundland, they (9) \_**discovered**\_\_\_\_\_ (discover) the remains of one of the Viking settlements, and (10) \_**proved**\_\_\_\_\_ (prove) that this story was true.

**Charles-Marie de le Condamine**

In 1735 Charles-Marie de la Condamine (11) \_**sailed**\_\_\_ (sail) to South America. At that time, scientists (12) \_**were** **arguing**\_\_\_ (argue) about the shape of the Earth. The French Academy (13) \_**wanted**\_\_\_\_ (want) him to take measurements on the Equator, along with two other scientists. The work (14) \_\_**took**\_\_\_\_ (take) them eight years and in the end, another scientific team (15) \_**found**\_\_\_\_\_ (find) the answer they (16) \_**were** **looking** **for**\_\_\_\_ (look for). While de la Condamine (17) \_**was** **travelling**\_\_\_\_\_ (travel) home along the River Amazon, he (18) \_\_**learned**\_\_\_ (learn) many interesting things about the local people and their way of life. When he (19) \_\_**arrived**\_\_\_ (arrive) in Paris in 1745, he (20) \_\_**received**\_\_\_\_ (receive) a hero’s welcome.

1. **Read the story of Archimedes and his bath. Then complete the text with the correct form of the verb in brackets.**

Archimedes, the Greek mathematician, is probably most famous for the story of King Hieron II of Syracuse and the gold crown. The king (1) \_**wanted**\_\_\_\_ (want) to give a gold crown as a gift to the gods, and (2) \_**gave**\_\_\_\_ (give) a carefully weighed amount of gold to a goldsmith. The man (3) \_**produced**\_\_\_\_\_ (produce) a beautiful crown, but the king was worried that the craftsman (4) \_\_**had** **not** **used**\_\_\_ (not use) all the gold to make the crown. Dishonest craftsman often (5) \_\_**mixed**\_\_\_\_\_ (mix) gold with silver, which was cheaper, but the king could not find a way of proving that the man (6) \_**had** **done**\_\_\_\_ (do) this. He (7) \_\_**asked**\_\_\_\_\_ (ask). Archimedes to solve the problem. Archimedes (8) \_**knew**\_\_\_\_\_\_ (know) that gold and silver have different densities. The problem was that nobody could calculate the mass of an object like a crown. While Archimedes (9) \_was **thinking**\_\_\_\_\_ (think) about this problem, he decided to go to the public baths to relax. While he (10) \_**was** **climbing**\_\_\_\_\_ (climb) into the bath, he (11) \_**noticed**\_\_\_\_\_ (notice) some water on the floor. It (12) \_**spilled**\_\_\_\_ (spill) over the side of the bath, and he (13) \_\_**realized**\_\_\_\_ (realize) that he (14) \_**had** **solved**\_\_\_\_\_ (solve) the problem by accident. The total amount of water that (15) \_**had** **spilled**\_\_\_\_ (spill) out of the bath must be the same as the volume of his body. He could use a piece of pure gold and calculate its volume, and then test the crown and see if it was the same. According to the story, he (16) \_\_\_**jumped**\_\_\_ (jump) straight out of the bath and (17) \_\_**ran**\_\_\_\_ (run) down the street calling ‘Eureka – I’ve found it’. The goldsmith soon (18) \_\_**admitted**\_\_\_\_ (admit) that he (19) \_\_**had** **cheated**\_\_\_\_ (cheat) the king, and was punished. Archimedes (20) \_\_**had** **discovered**\_\_\_ (discover) a principle of buoyancy.

1. **Choose the correct form A, B or C, to complete the sentence.**

On 26 December 2004, Tilly Smith, a 10-year old British schoolgirl, (1) \_\_\_\_\_\_\_\_ on the beach with her family. They (2) \_\_\_\_\_\_\_\_\_ Christmas in Thailand. Suddenly Tilly (3) \_\_\_\_\_\_\_\_ that something was wrong. She could see that the water (4) \_\_\_\_\_\_\_\_\_ and waves (5) \_\_\_\_\_\_\_\_ up the beach. The beach (6) \_\_\_\_\_\_\_\_\_\_ smaller and smaller. She (7) \_\_\_\_\_\_\_\_\_ that there had been an earthquake in Sumatra that morning, but she (8) \_\_\_\_\_\_\_\_ a geography lesson she (9) \_\_\_\_\_\_\_\_\_ at school just two weeks before. So she (10) \_\_\_\_\_\_\_\_\_ her mother what she (11) \_\_\_\_\_\_\_\_ about earthquakes and giant waves. Luckily for the Smith family, Tilly’s teacher Andrew Kearney (12) \_\_\_\_\_\_\_\_\_ the class about earthquakes and (13) \_\_\_\_\_\_\_\_\_ them a video of a tsunami in Hawaii. Tilly (14) \_\_\_\_\_\_\_\_ screaming at her parents to get off the beach. They (15) \_\_\_\_\_\_\_\_\_ Tilly back to their hotel, which was not too close to the shore, and (16) \_\_\_\_\_\_\_\_ the alarm. One of the staff, who was Japanese, (17) \_\_\_\_\_\_\_\_\_ the word *tsunami*, and (18) \_\_\_\_\_\_\_\_\_\_ everyone to leave the beach. From their room on the third floor, the Smiths (19) \_\_\_\_\_\_\_\_\_\_\_ the terrible effects of the tsunami on the area. Thanks to Tilly, everybody from that beach (20) \_\_\_\_\_\_\_\_\_ that terrible day.

|  |  |  |  |
| --- | --- | --- | --- |
| **1)** | a) walked | b) had walked | **c) was walking** |
| **2)** | a) spent | b) had spent | **c) were spending** |
| **3)** | **a) felt** | b) had felt | c) was feeling |
| **4)** | a) rose | b) had risen | **c) was rising** |
| **5)** | a) came | b) had come | **c) were coming** |
| **6)** | a) got | b) had got | **c) was getting** |
| **7)** | **a) did not know** | b) had not known | c) was not knowing |
| **8)** | **a) suddenly remembered** | b) had remembered suddenly | c) was suddenly remembering |
| **9)** | a) had | **b) had had** | c) was having |
| **10)** | **a) told** | b) had told | c) was telling |
| **11)** | a) learnt | **b) had learnt** | c) was learning |
| **12)** | a) taught | **b) had taught** | c) was teaching |
| **13)** | a) showed | **b) had shown** | c) was showing |
| **14)** | **a) started** | b) had started | c) was starting |
| **15)** | **a) took** | b) had taken | c) were taking |
| **16)** | **a) raised** | b) had raised | c) were raising |
| **17)** | **a) understood** | b) had understood | c) was understanding |
| **18)** | **a) ordered** | b) had ordered | c) was ordering |
| **19)** | **a) watched** | b) had watched | c) were watching |
| **20)** | **a) survived** | b) had survived | c) was surviving |

1. **Rewrite the sentences. Use the words in brackets. Do not change the meaning of the original sentences.**
2. I put on ten pounds and then I decided to go on a diet. (by the time)

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

1. I bought a new English book. Later, I enrolled for English at night school. (before)

\_**I had bought a new English book before I enrolled for English at night school**.\_\_\_\_\_\_\_\_\_\_\_\_

1. The prisoners ate breakfast. They went to the exercise area. (after)

\_**After they had eaten breakfast, they went to the exercise area**.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. We packed our suitcases and then left for the airport. (as soon as)

\_**As soon as we (had) packed out suitcases, we left for the airport**.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. They first met in France and, three years later, they got married. (had)

\_**They got married three years after they had met in France**.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**NEW GRAMMAR**

**USED TO & WOULD**

* We use **used to / didn’t use to + infinitive** to talk about past habits or repeated actions or situations / states which have changed, e.g. I used to sleep for eight hours every night, but now I only sleep for six.
* **Used to** doesn’t exist in the present tense. For present habits, use usually + the present simple, e.g. I usually walk to work. NOT I use to walk to work.
* We can also use **‘would’** to refer to repeated actions in the past. **However, we don’t use would for non-action verbs (e.g. be, have, know, like, etc.).** NOT I didn’t recognize him. He wouldn’t have a beard.

I didn’t recognize him. He **didn’t use to have** a beard. √

When I lived in France as a child we **used to have** croissants for breakfast. We **would buy** them every morning from the local baker. √

**‘Have’ is a non-action verb, so we cannot use it with ‘would’. When we talk about a repeated action (we would buy…), we can use would instead of used to. !! We can also say ‘we used to buy…’!!!**

1. **Which of the verb forms can complete the sentences below? Tick (√) all possible answers.**
2. I I \_\_\_\_\_\_\_\_\_\_\_\_\_ long blonde hair when I was first married.

√

1. had b. used to have c. would have

√

1. We \_\_\_\_\_\_\_\_\_\_\_\_\_ Auntie Jean every time we went to London.

√

1. visited b. used to visit c. would visit

√

√

1. Pam \_\_\_\_\_\_\_\_\_\_\_\_\_ out with Andy for six months but then she left him.
2. went b. used to go c. would go

√

1. We \_\_\_\_\_\_\_\_\_\_\_\_\_ coffee and croissants every morning for breakfast.

√

√

1. had b. used to have c. would have

√

1. We \_\_\_\_\_\_\_\_\_\_\_\_\_ to each other every day when we were apart.

√

1. wrote b. used to write c. would write

√

√

1. He \_\_\_\_\_\_\_\_\_\_\_\_ to me for 25 years and then stopped.
2. wrote b. used to write c. would write

√

1. In the old days people \_\_\_\_\_\_\_\_\_\_\_\_ you if you were in trouble.

√

√

√

1. helped b. used to help c. would help
2. I \_\_\_\_\_\_\_\_\_\_\_\_\_ living so close to the sea.

√

1. loved b. used to love c. would love

√

1. Dave \_\_\_\_\_\_\_\_\_\_\_\_\_ Molly three times if she wanted to go out with him.
2. asked b. used to ask c. would ask

√

1. I \_\_\_\_\_\_\_\_\_\_\_\_\_ questions in class. I was too shy.

√

√

√

1. never asked b. never used to ask c. would never ask
2. **Complete the text with the verbs in brackets. Use the *past simple*, *used to* or *would*. (Remember not to repeat *used to* too much.)**

Reinhold Messner is often called ‘the greatest mountain climber of all time’; he was the first person to climb all fourteen peaks of over 8,000 metres.

Messner was born near Bolzano, Italy, in 1944. This area (0)\_\_**used** **to** **belong**\_\_\_ (belong) to the Austrian Empire, and is still German-speaking. When Reinhold was a child, he (1) \_\_**used to / would go**\_\_ (go) climbing in the Dolomite Mountains with his father and brothers. He (2) \_**became**\_\_\_\_\_ (become) a very good climber at a young age. He first (3) \_**climbed**\_\_\_ (climb) the Himalayas in 1970, though this expedition was a tragedy because his brother (4) \_**died**\_\_\_\_\_ (die) on the way down.

Messner was well-known for his attitude to the mountains: he (5) \_**used to climb**\_\_\_\_\_ (climb) with only light equipment, he (6) \_\_**wouldn’t request**\_\_\_ (not request) any outside support and he (7) \_\_**wouldn’t take**\_\_\_\_\_\_\_\_ (not take) any extra oxygen. Apart from mountaineering, Messner (8) \_**made**\_\_\_\_\_\_ (make) a number of Arctic and Antarctic crossings.

**EXTRA PRACTICE**

1. **Complete the paragraphs with the most appropriate sentences.**
2. Squirrels live mostly in the forests of Europe and north America. \_\_\_\_\_\_\_\_\_\_\_. That is the size of two of your hands. Behind them and often suspended over their backs are their tails, wide, upright and furry, and almost the same size as their length. Thanks to this long tail, a squirrel can jump from one tree to another without losing its balance.
3. It can readily run along branches
4. **They are about 25 centimeters long**
5. It’s an interesting method of communication
6. Some squirrel species can also fly
7. Sleeping is a great threat to squirrels
8. Snoring cures usually involve clearing the blockage in the breathing passage. This is the reason snorers are advised to lose weight. \_\_\_\_\_\_\_\_\_\_\_\_\_. They are also advised to stop smoking (smoking weakens and clogs the throat), and to sleep on their side (to prevent the tongue from blocking the throat). But for many snorers those pieces of advice are not enough.
9. **This stops fat from pressing on the throat.**
10. Surgery is the only option to cure snoring
11. Snoring is usually an involuntary act, but may also be produced
12. Most of the time snoring is not a health risk to the snorer
13. Snoring is known to ruin the lives of many people.
14. People believe that cell phones cause cancer, especially brain cancer. A few studies suggested a link with certain rare types of brain tumors. \_\_\_\_\_\_\_\_ . These studies didn’t receive front-page coverage. Therefore, most consumers could not notice them.

**A)** Electronic devices, like cell phones, can cause cancer in the people who use them.

**B)** Using a cell phone while driving increases the risk of having a car accident.

**C)** Keeping your hands free and your eyes on the road is a more significant issue.

**D)** Lower frequency radiation has not been proven to cause these DNAS changes.

**E) But most studies show that there is no link between cell phone use and brain cancer.**

1. **Choose the correct sentence with the closest meaning to the given sentence.**
2. I have persuaded Tom to become the new secretary of the club.
3. I am considering Tom for the job of secretary.
4. **I asked Tom to be the secretary of the club and Tom agreed.**
5. Tom is wondering whether to accept to be the secretary.
6. Tom begged to become secretary of the club.
7. I offered Tom to take the job but he didn’t accept it.
8. The only members of the cat family that can roar are lions, leopards, tigers, and jaguars but lions are by far the loudest.
9. Like leopards, tigers, and jaguars, lions are among the members of the cat family that can roar.
10. Since lions come from the same cat family as leopards, tigers and jaguars do, they can roar as loud as the others.
11. **Lions, leopards, tigers, and jaguars are the only four cats that can roar: however, the others can’t roar as loudly as lions do.**
12. The roar of a lion is enough to make other animals, such as leopards, frightened.
13. Lions, leopards, tigers, and jaguars can roar, however, the roar of a lion is not as frightening as the roar of the others.
14. Swimming with the dolphins was something that only a few could ever experience in their lifetime.
15. Swimming with the dolphins in an event that everybody should at least experience once in their lifetime.
16. Although swimming with the dolphins is an unforgettable experience, only a few have the chance to experience it.
17. **Swimming with the dolphins was an event that not many had the chance to experience throughout their lives.**
18. Swimming with the dolphins was and is still something that only a few can experience it in their lifetime.
19. Swimming with the dolphins was such an expensive experience that it could be experienced only once in a lifetime.