

4.3 » THAT'S A GOOD IDEA

- F** reaching agreement
- P** sentence stress
- V** business



VOCABULARY

BUSINESS

1 A Work in pairs. Discuss. Would you consider starting your own business? What kind of business would you start? Is there anything stopping you from doing it?

B Complete the questions with words from the box.

fired salary work compete runs idea interview charge

- 1 Do you know anyone who _____ their own company?
- 2 Have you ever been in _____ of a team of people?
- 3 Have you ever been out of _____?
- 4 When did you last go for a job _____?
- 5 Have you ever had to _____ with others for a job?
- 6 Which jobs earn a high _____?
- 7 What kinds of things does someone have to do to get _____ from their job?
- 8 Can you think of reasons why a business _____ might fail?

C Take turns to ask and answer the questions above.

FUNCTION

REACHING AGREEMENT

2 **4.5** Listen to a team having a meeting to decide how to set up a new café business. Write some notes about their decisions.

Setting up a new café:

Type of food? Name? Location?

3 A Look at the phrases in the table. Listen to the conversation again and tick any of the phrases you hear.

Giving opinions

I (really) feel that ...
The way I see things, ...
The way I see it, ...

Commenting on other opinions

I (don't) see what you mean.
Exactly!
I'm not sure that I agree, actually. ✓
I'm not sure (that's a good idea).
I'm not sure about that.
I think that's a great idea.
That's a good point.
That sounds good.
That's OK by me.

Suggestions

What about ... ? / How about ... ?
Let's focus on ...
I suggest we think about ...
I think we should think about ...
How about if we (call it) ... ?
Why don't we (call it) ... ?

B Check your answers in the audio script on page 167.

▶ page 134 **LANGUAGEBANK**

4.3

reaching agreement

giving opinions

I (really) feel that ...

The way I see things, ...

The way I see it, ...

suggestions

What about ...?

I suggest we focus on ...

I think we should think about ...

I suggest we think about ...

How about if / Why don't we (call it)...?

commenting on other opinions

That's a good idea.

That's a good point.

That's fine by me.

That's OK by me.

Exactly!

I (don't) see what you mean.

I'm not sure that I agree, actually.

I'm not sure that ... is a good idea.

SPEAKING

6 A Read the task and write down some ideas.


SET UP A COMPANY TO PROMOTE TOURISM

You are going to set up a tour company to promote tourism in your town/city/country (or the town/country where you are studying). You need to decide the following:

- the name and location of the company
- what type of tours you will organise (themed tours/language tours/sports tours, etc.) and where they will go
- how you will promote tourism
- how the company will be different from other tour companies

4 A Put the words in the correct order to make sentences and questions.

- 1 decide / I / on / name / we / think / a / should
- 2 good / a / that's / point
- 3 you / see / mean / what / I
- 4 suggest / location / the / on / I / focus / we
- 5 fine / that's / me / by
- 6 sure / I'm / that / agree / not / I
- 7 we / about / don't / it / why / think / ?
- 8 business / a / the / about / what / for / name / ?

B  **4.6 SENTENCE STRESS** Listen to the phrases. Which words are stressed?


C Listen again and repeat.

LEARN TO

MANAGE A DISCUSSION

5 A Complete the underlined phrases for managing a discussion.

- 1 First of _____ we need to decide on the location.
- 2 Let's _____ on the ideas we had for the location.
- 3 So, moving on to the next _____, what kind of food are we going to serve?
- 4 _____ recap: a Portuguese café selling cakes and lunches, located near the station.
- 5 I think we need to come _____ to the type of café we're establishing.
- 6 Let's _____ up what we've decided.

B  **4.7** Listen and check your answers.

C Cover up Exercise 5A. Which phrase would you use for these situations?

- 1 the end of a meeting to go over everything that has been discussed?
- 2 when you want to discuss the next issue?
- 3 to review what has been discussed so far?
- 4 to start a meeting and talk about the first point?
- 5 to get everybody to talk about the same thing?
- 6 to return to a point that was discussed previously?

B Work in groups. Read your roles and come up with a plan for the business. You have five minutes.

Student A: It's your job to keep the meeting focused. Try to cover all the points.

Student B: Make sure you make notes about any decisions which are made. You will be the group's spokesperson and will have to sum up at the end of the meeting.

Student C: Try to come up with as many ideas as possible.

C When you are ready, start the discussion like this.

A: *Shall we start? First of all, ...*

D Tell the other groups about your business plan. Which group do you think has the best plan?



VOCABULARY

BUSINESS

1 A Circle the correct options to complete the text.

Hi Lucy,

I'm just writing to tell you about my new job. Remember when I had to go for ¹ _____ last month? Well, I got the job. I'm so pleased about it, because I heard a lot of people were ² _____ for it, probably because it has quite a high ³ _____.

The people in the office are really good fun and it is such a relief not to be out of ⁴ _____ any more. My new boss is in ⁵ _____ of the whole marketing department and she ⁶ _____ it really well. She has lots of really interesting business ⁷ _____ and encourages us to try and do the same. The only problem now is that I still arrive late for work all the time. I hope I don't get ⁸ _____.

Let me know how you're getting on at work.

Speak soon.

Becca

- | | | |
|-------------------|---------------|--------------|
| 1 a) an interview | b) a job | c) a work |
| 2 a) working | b) attempting | c) competing |
| 3 a) salary | b) money | c) holiday |
| 4 a) work | b) salary | c) employ |
| 5 a) control | b) charge | c) lead |
| 6 a) works | b) is | c) runs |
| 7 a) thoughts | b) ideas | c) posts |
| 8 a) interview | b) boss | c) fired |

B Use the phrases in Exercise 1A to complete the sentences.

- I'm lucky to work there – lots of people _____ to get jobs there.
- Would you prefer to earn a high _____ or do something interesting?
- My boss _____ the business very successfully and it's growing every day.
- He behaved so badly I'm not surprised that he was _____.
- I hate it when I have to do an _____ – I get nervous.
- My cousin has been out of _____ for ages. She doesn't have any money.

FUNCTION

REACHING AGREEMENT

2 Complete the conversation with the phrases in the box.

not sure that I agree suggest we think about
see what you mean see things
that's a good idea How about if we That's fine

- A: The way I ¹ _____, the first thing we need to do is update the website.
- B: Yes, ² _____. But we haven't decided what information to put there.
- A: I know. I ³ _____ what should be on the site and then decide who's going to work on it.
- B: ⁴ _____ by me.
- C: I'm ⁵ _____, actually. I think we need to look at the finances first. We don't know how much money we can spend on the website yet.
- B: I ⁶ _____, but I'm not sure what to do. ⁷ _____ decide what we would like first and then look at how much it will cost?
- C: Fine. That sounds good to me.

LEARN TO

MANAGE A DISCUSSION

3 Complete the sentences with the words in the box.

on (x2) all recap to up

- Let's focus _____ the main problems and talk about the rest if we have time.
- OK, but first of _____, we need to look at the notes from the last meeting.
- Moving _____ to the next point. What are we going to do about salaries?
- So, let's _____ on the main ideas we've discussed and then we'll stop for lunch.
- I think we need to come back _____ the decision to relocate.
- Let's sum _____ what we've talked about.

