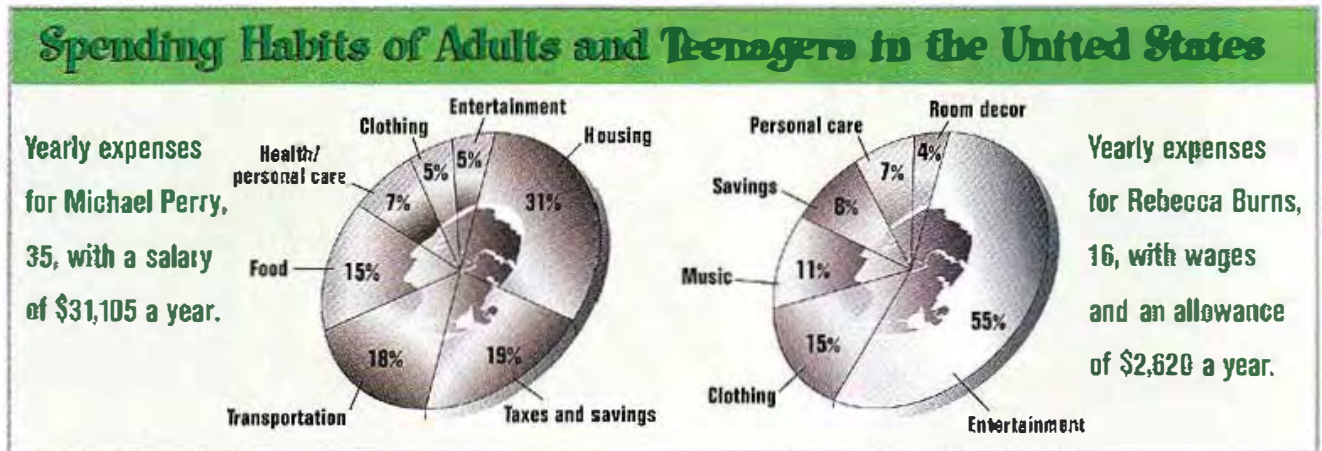


3

How much is it?

1 SNAPSHOT



Portraits based on information from the *Statistical Abstract of the U.S.* and the *Rand Youth Poll*.

Talk about these questions.

How does Michael Perry spend most of his money?

How does Rebecca Burns spend most of her money?

How do their spending habits compare?

How do you spend your money? Make two lists: things you have to buy and things you like to buy.

2 CONVERSATION Prices

A Listen and practice.

Steve: Oh, look at those earrings, Maria.

They're perfect for you.

Maria: These red ones? I'm not sure.

Steve: No, the yellow ones.

Maria: Oh, these? Hmm. Yellow isn't a good color for me.

Steve: Well, that necklace isn't bad.

Maria: Which one?

Steve: That blue one right there.
How much is it?

Maria: It's \$42! That's expensive!

Steve: Hey, let me get it for you.
It's your birthday present.



CLASS AUDIO ONLY

B Listen to the rest of the conversation.

1. What else do they buy?
2. Who pays for it?

3 GRAMMAR FOCUS

Demonstratives; one, ones

How much is **this** necklace?
this one?

How much is **that** necklace?
that one?

Which **one?** The **blue one.** It's \$42.

How much are **these** earrings?
these?

How much are **those** earrings?
those?

Which **ones?** The **yellow ones.** They're \$18.



Prices

\$42 = forty-two dollars
\$59.95 = fifty-nine ninety-five
or fifty-nine dollars and
ninety-five cents

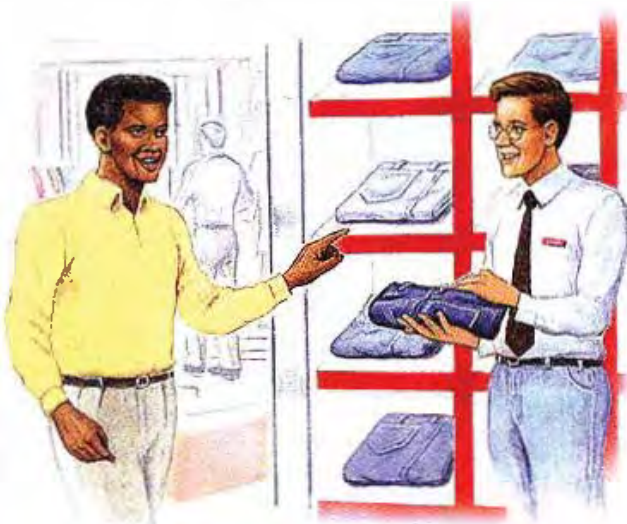
Colors



Look at the pictures and complete these conversations.
Then practice with a partner.

1. A: Excuse me. How much jeans?
B: Which ? Do you mean ?
A: No, the light blue
B: Oh, \$59.95.
A: Almost sixty dollars! Are you kidding?

2. A: I like backpack over there.
How much it?
B: Which ? Each backpack has a
different price.
A: red
B: It's \$98.50. But green
..... is only \$45.
A: ●K. Let me look at it.



4 THAT'S EXPENSIVE!

Pair work Ask and answer questions about these products.
For help with numbers, see the appendix at the back of the book.



A: How much is the computer?
B: Which one?
A: The small one./This one.
B: It's \$5,456.
A: That's expensive!

useful expressions

That's cheap.
That's reasonable.
That's OK/not bad.
That's expensive.

5 LISTENING

CLASS AUDIO ONLY

Listen to Tim and Sandra shopping, and complete the chart.

Item	Price	Do they buy it?		Reason
		Yes	No	
1. Rollerblades	<input type="checkbox"/>	<input type="checkbox"/>
2. cap	<input type="checkbox"/>	<input type="checkbox"/>
3. sunglasses	<input type="checkbox"/>	<input type="checkbox"/>

6 PRONUNCIATION *Linked sounds*

A Listen and practice. Final consonants are often linked to the vowels that follow them.

A: How much are these pants? A: And how much is this sweater?
B: They're forty-eight dollars. B: It's thirty-seven dollars.

B Pair work Ask and answer four questions about prices in this unit. Pay attention to the linked sounds.

interchange 3

Swap meet

See what kinds of deals you can make as a buyer and a seller. Turn to pages IC-4 and IC-5.

7 WORD POWER Materials

A Pair work Identify these things. Use the words from the list.
What other materials are these things sometimes made of? Make a list.

a cotton shirt
a gold ring

leather gloves
polyester pants

a plastic bracelet
rubber boots

a silk scarf
silver earrings



1.

2.

3.

4.



5.

6.

7.

8.

B Class activity Which of the materials can you find in your classroom?

"Juan has a leather bag."

8 CONVERSATION Shopping

A  Listen and practice.

Anné: Look! These jackets are nice.
Which one do you like better?

Sue: I like the wool one better.

Anne: Really? Why?

Sue: It looks warmer.

Anne: Well, I prefer the leather one.

It's more attractive than the wool one.

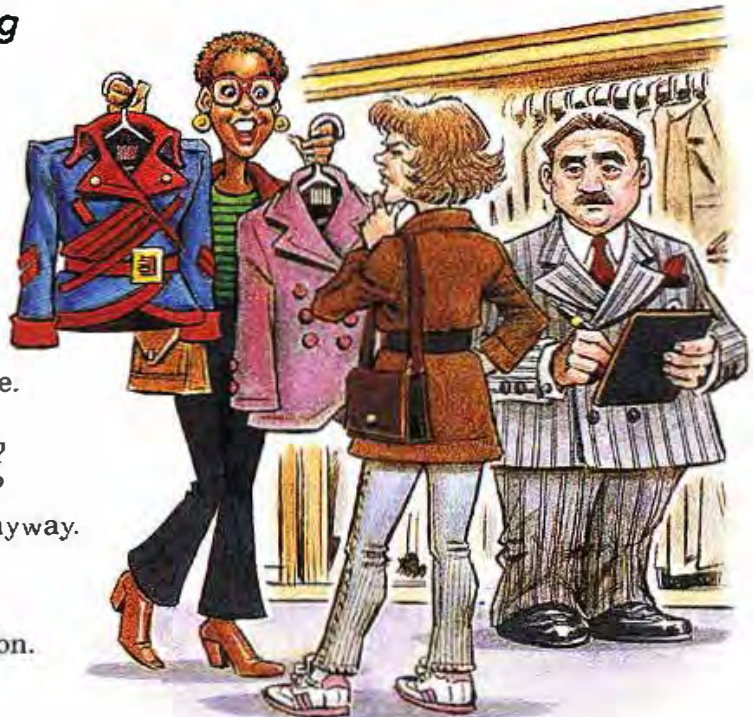
Sue: Hmm. There's no price tag.

Anne: Excuse me. How much is this jacket?


Clerk: It's \$499. Would you like to try it on?

Anne: Oh, no. That's OK! But thank you anyway.

Clerk: You're welcome.



CLASS
AUDIO
ONLY

B  Listen to the rest of the conversation.

1. What does Anne buy?
2. What does Sue think of it?

9 GRAMMAR FOCUS

Preferences; comparisons with adjectives

Which one do you prefer ? I prefer the leather one.	That one is nicer than the wool one. This one is cheaper than The leather jacket is prettier than	nice → nicer cheap → cheaper pretty → prettier
Which one do you like better/more ? I like the leather one better/more .	It looks bigger than It's more attractive than	big → bigger good → better

For more information on comparatives, see the appendix at the back of the book.

A Complete these conversations. Then practice with a partner.



polyester tie



silk tie



medium shirt

large shirt



leather boots

rubber boots

1. A: Which tie is ,
the orange one or the
blue one? (pretty)
B: Well, the blue one is
silk. And silk is
.
polyester. (nice)

2. A: Is this green shirt
.
that yellow one? (large)
B: No, the yellow one is
. It's a
large. The green one is
a medium. (big)

3. A: Which are ,
the brown boots or the
black ones? (cheap)
B: The brown ones are
leather. And leather is
.
rubber. (expensive)

B Pair work Compare the items above with a partner.
Give your own opinions.

A: Which tie do you like better?
B: I like the orange one better. The design is nicer.

useful expressions

The color is prettier.
The design is nicer.
The style is more attractive.
The material is better.

10 WRITING

How much do these items cost in your country? Fill in the chart.
Then compare the prices in your country with the prices in the U.S.

	Cost in my country	Cost in the U.S.
gasoline	\$ 1.10/gallon
a compact disc	\$ 12.99
a haircut	\$ 23.00
a pair of jeans	\$ 34.00

Many things are more expensive in my country than in the United States. For example, a liter of gas is about \$.66. In the U.S. it's cheaper. It's about \$1.10 per gallon. . . .

11 READING

Shop Till You Drop

Look at the pictures of different kinds of shopping in the United States. What kind of shopping can you do in your country?



Catalog Shopping

People in the United States often shop from catalogs. There are special catalogs for almost every need – including clothing, furniture, health and beauty products, and things for the kitchen. People also order about 40% of their music from music club catalogs. Customers say that music stores are too noisy.



Television Shopping

Television shopping began in 1986. About 5% to 8% of the American public now shops by television. Some popular shopping channels are the Home Shopping Network and QVC. Customers say that television shopping is easier than shopping in a store. How do they buy things? They make a phone call and charge the item to their credit card. And TV shopping channels are on late at night, so people can “go shopping” anytime.



Computer Shopping

Is computer shopping the way of the future? About 37% of American households now have personal computers. And shopping by computer (or “shopping on-line”) is interesting to more people every day. Already, shoppers can use their computers to order many different products, such as computer products, flowers, food, T-shirts, and posters. And new on-line shopping services appear every day. Soon people may be able to shop for anything, anytime, anywhere in the world.

A Read the article. Check (✓) True or False. For the false statements, give the correct information.

	True	False
1. About 60% of music in the United States is sold through music stores.	<input type="checkbox"/>	<input type="checkbox"/>
2. The Home Shopping Network is the name of a computer shopping service.	<input type="checkbox"/>	<input type="checkbox"/>
3. About 37% of American households do their shopping through the computer.	<input type="checkbox"/>	<input type="checkbox"/>

B Pair work Talk about these questions.

- Do you like shopping? How often do you usually shop?
- What kinds of shopping do you like? Check (✓) the appropriate boxes.

- | | | |
|--------------------------------------------------------|------------------------------------------------------------------|---------------------------------------------|
| <input type="checkbox"/> shopping at discount stores | <input type="checkbox"/> shopping at small stores | <input type="checkbox"/> computer shopping |
| <input type="checkbox"/> television shopping | <input type="checkbox"/> catalog shopping | <input type="checkbox"/> shopping at a mall |
| <input type="checkbox"/> shopping at department stores | <input type="checkbox"/> shopping at secondhand or thrift stores | |

Interchange 3 SWAP MEET

Student A

A You want to sell these things. Write an appropriate price for each item.



binoculars

price: _____



tennis racket

price: _____



radio

price: _____



VCR

price: _____



camera

price: _____



Student B

A You want to sell these things. Write an appropriate price for each item.



Students A and B

B Pair work Discuss the price of each thing and choose at least three things that you want to buy. Get the best price you can. Be prepared to haggle.*

A: How much is the ... ?

B: It's only \$....

A: Wow! That's expensive!

B: Well, how about \$... ?

A: No. That's still too much. What about the ... ?

B: You can have it for \$....

A: OK. That's reasonable.

B: And how much is the ... ?

A: ...

* *haggle*: Buyers and sellers suggest other amounts until both agree on a lower price.