

9



Opinions and preferences

VOCABULARY

confident
dimensions
dynamic
exciting
interrupt
powerful
quality
reliable
specification
transport links

9.1 Choosing the best candidate

Personally, I like ...
He's younger than Ming.
Ming is more confident.
That's a better image for our brand.

9.2 Making comparisons

Which one do you prefer?
It's lighter than the Toshiba.
It's more powerful than the HP.

9.3 Agreeing and disagreeing

I agree with you.
I'm afraid I don't agree.
I prefer the Toshiba to the Novatech.
Samsung's products are more reliable.

9.4 Numbers - dimensions and weight

How wide is it?
How high is it?
How much does it weigh?

9.5 New offices

Speaking practice

9.6 Culture file

Interrupting

MODULE 9.1

SPEAKING

LISTENING

Choosing the best candidate

Look at the photo. Describe the situation.

1 **55** Judy Lim is the Marketing Manager at Kite Shoes. She is holding a meeting to decide which popular basketball player should appear in their TV commercial. Which player does each person prefer? Check (✓) the correct box. What reason does each speaker give? Circle the correct answers.

	Brandon Lewis	Zhu Ming	Reason
Kim	<input type="checkbox"/>	<input type="checkbox"/>	younger / more handsome
Satoshi	<input type="checkbox"/>	<input type="checkbox"/>	more confident / more relaxed
Maria	<input type="checkbox"/>	<input type="checkbox"/>	a more exciting / better player
Kyung-Mo	<input type="checkbox"/>	<input type="checkbox"/>	more popular with adults / teenagers

2 **55** Listen again. Who uses these expressions? Check (✓) the correct box.

	Kim	Satoshi	Maria	Kyung-Mo
Personally, I like ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I'm sorry, I don't agree.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I think ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I prefer ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I agree with ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>


MODULE 9.2

Making comparisons

LISTENING

- 1 Look at the information below about two laptops.

	HP 530	Toshiba Satellite Pro L300-12F
		
Processor	Intel 1.6GHz	Intel 2GHz
Hard Drive	120GB	120GB
Weight	2.7kg	2.5kg

- 2  56 Listen and complete the conversation. Then practice with a partner.

A Which computer do you prefer?

B I like the Toshiba. It's _____¹ than the HP530. How about you?

A I prefer the Toshiba too. It's _____².







- 3 Complete the table below using the words with the opposite meaning.

bigger more difficult to use cheaper shorter faster

battery life:	longer	_____
size:	more compact	_____
price:	_____	more expensive
memory:	_____	smaller
speed:	_____	slower
ease of use:	easier to use	_____

SPEAKING

Use this information to talk about these products with your partner:

Smart phones	size	battery life	Laser printers	speed	ease of use
					
	0 1				
E78	***	****	LP 7000	*****	*
G780	*	*****	B50Xi	***	***
GPS	price	memory	Scanners	size	speed
	\$	Gb			
				0 1	
XL Asia	**	****	180plus	**	*
S130i	***	*****	X9000	***	****

SPEAKING

1 Look at these expressions:

- | | | |
|---------------------|---------------------|---------------------------|
| I think ... | I agree (with you). | I'm afraid I disagree. |
| Personally, I ... | I think so, too. | I'm sorry, I don't agree. |
| I prefer ... to ... | Yes, that's right. | Yes, but ... |

2 Work with a partner. Talk about the items on page 55 again. Use the expressions above.



A

Which smart phone do you prefer?

B

Personally, I prefer the G780 to the E78. For one thing, the battery lasts longer.

I agree with you.

OR

Yes, but the E78 is more compact. I think that's more important.

3 Write the name of a popular:

- | | | | |
|---------------------|-------|------------|-------|
| car company | _____ | TV channel | _____ |
| electronics company | _____ | newspaper | _____ |

4 Find someone who has written a different name for each item, and compare your choices. Use the ideas below to help you.

Car companies

_____’s cars are safer / cheaper / better designed than _____’s cars.

TV channels

_____ is more interesting / entertaining / has better news than _____.

Electronics companies

_____’s products are cheaper / more reliable / better quality than _____’s products.

Newspapers

The _____ is cheaper / more interesting / better quality than the _____.

MODULE 9.4

Numbers – dimensions and weight

LISTENING

A panel of market researchers is discussing laptop computers.

- 1 Match the words (a–d) with their opposites (1–4).
- | | |
|-----------------|---------------|
| a boring | 1 attractive |
| b complicated | 2 high-tech |
| c ugly | 3 interesting |
| d old-fashioned | 4 simple |
- 2 57 Listen and complete the information. Do they like the design? Check (✓) the correct boxes and write down the reasons they give.

	Like	Dislike	Not sure	Reasons
Jeff	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Helen	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Marc	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Jenny	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Tony	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____

READING

Now read the specifications table for the laptop and complete the rest of their conversation.

A What about the dimensions?

How high is the laptop?

B It's _____¹ mm high.

A How wide is it?

B It's _____² mm wide.

A How deep is it?

B It's _____³ mm deep.

A How much does it weigh?

B It weighs _____⁴ kg.

Samsung	NP-R700
Rating	*****
Speed	1.66 GHz
Dimensions (H x W x D)	40 x 395 x 279 mm
Max. memory	2 GB
Weight	3.2 kg

SPEAKING

Student A Look at the information about two other laptops below.

Student B Turn to page 85.

Complete the specifications. Start like this:

A What about the dimensions of the Dell? How high is it?

B It's thirty-five millimeters high. How wide is the Acer?

	Dell	Acer
Rating	*****	*****
Speed	2.5 GHz	2.0 GHz
Dimensions (H x W x D)	_____ x _____ x _____	44 x 441 x 300 mm
Max. memory	4 GB	4 GB
Weight	_____ kg	4.1 kg

SPEAKING

- 1 Your company wants to open a new office overseas. Look at this information on possible offices.



	Bounty House	Golden Plaza
	Australia	Malaysia
Size	3,500 square meters	2,100 square meters
Location	North Shore, Sydney	CBD, Kuala Lumpur
Age	5 years	100 years
Rent	\$85,000 per month	RM10,500 per month
Transportation	excellent transportation with bus and metro links nearby	bus, train, and rapid transit network links; high speed Klia Ekspres links to the airport
Offices	large, open plan offices	small individual offices
Facilities	extensive grounds, gymnasium, visitors' parking lot, large reception area	air conditioning, converted colonial-style building, staff cafeteria

- 2 In groups of three or four, discuss which office you prefer. Decide which office you should rent.

Useful language:

Which one do you prefer?

What do you think of ...?

... is cheaper / more expensive than ...

It has more parking / office space.

It has better communications / facilities.

- 3 Now tell the class which office you chose, and why, e.g.

We chose ... because ...



LISTENING

1 **58** In business meetings and discussions it is easy to sound impolite without intending to. Listen to the conversations and check (✓) the polite responses.

Correcting

A We sold 64,000 printers last month.

B Actually, I don't think that's quite right. I think the correct figure is 74,000.

B That's wrong! It was 74,000.

Disagreeing

A Last month's fall in sales isn't particularly important.

B I'm afraid I disagree. I think it's very important.

B You're wrong! It's very important.

Asking for repetition

A Sales increased by 30% in the first quarter, and ...

B What did you say?

B I'm sorry, but could you repeat that?

- 2 Work with a partner and compare your answers.
- 3 Practice the conversations with your partner. Use the polite responses.