



Future prospects

9.1 Forecasting
Unemployment will fall.
The price of gas will rise.
The price of food will go up.
9.2 Predicting trends
Do you think ...?
People will / won't want ...
There will / won't be ...
I don't think they will ...

9.3 Instant decisions
Reading practice
Speaking practice
9.4 Financial advice
will definitely / probably ...
may / might
9.5 Long-term future
Reading practice
Speaking practice

9.6 Wall Street
Do you think I should?
I'm certain ... will ...
OK, I'll ...
9.7 Culture file
Money, money, money

VOCABULARY

bank account
bonus
competition
cost of living
expect
invest
prices
recession
save
shares
stock market
suppose

MODULE 9.1

Forecasting

SPEAKING

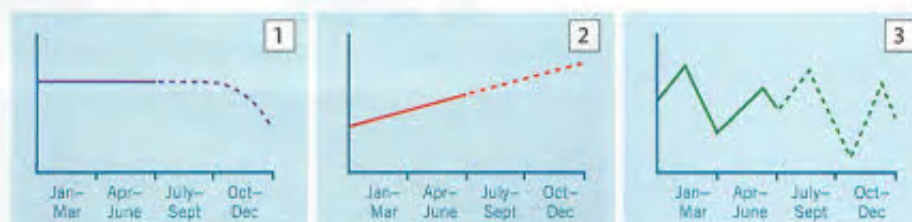
LISTENING

Look at the photo. Describe the situation.

A TV show host is interviewing an economist about the state of the economy.

- 1 **33** Listen to the extract and match the headings with the graphs.

cost of living stock market unemployment



- 2 **33** Listen again. Are these statements about the next six months true (T) or false (F)? Check (✓) the correct answers according to Professor King.

	T	F
a Unemployment will rise.	<input type="checkbox"/>	<input type="checkbox"/>
b Companies will take on more workers.	<input type="checkbox"/>	<input type="checkbox"/>
c The price of gas will fall.	<input type="checkbox"/>	<input type="checkbox"/>
d The price of food will go up.	<input type="checkbox"/>	<input type="checkbox"/>
e The stock market will improve.	<input type="checkbox"/>	<input type="checkbox"/>

MODULE 9.2

Predicting trends

LISTENING

A stockbroker is answering questions about long-term investment in specialist car companies.

34 Look at the pictures and the crucial factors in the industry and listen to the conversation.



Crucial factors: price of gas and CO₂ emissions

- A** Do you think the SUV company is a good investment?
B No, in five or ten years, people won't want cars like these. I think the price of gas will continue to rise and I don't think there will be any demand for cars that consume a lot of gas.
B What about the electric car manufacturer?
A People will want electric cars. I think people will want cars that do not emit CO₂.

SPEAKING

- 1 Practice the conversation with a partner.
- 2 Work with a partner. Look at the pictures and the crucial factors in the industry. Do you think each company would be a good long-term investment? Take turns asking questions and giving answers with reasons.



Crucial factors: Price and convenience



Crucial factors: Pollution and renewable energy

Useful phrases:

People will want ...

People won't want ...

I think people will want ...

I don't think people will want ...

I think there will be ...

I don't think there will be ...

- 3 When you finish, compare your answers with a different partner.

MODULE 9.3

Instant decisions

READING

- 1 A financial advisor is meeting a private client. Match what the advisor says in A with the client's replies in B.

A

- a Would you like some tea or coffee?
- b I think you should invest in this company.
- c Here's that report on the banking sector I mentioned.
- d Have you got the details of your shareholdings with you?
- e When's a good time for us to have another meeting?

B

- 1 Thanks – I'll take a look at it later.
- 2 I'm not sure. I'll take a look at my diary and let you know.
- 3 No – I'll e-mail them to you this afternoon.
- 4 I'll have a cup of coffee.
- 5 OK – I'll buy 2,000 shares.

- 2 Practice the exchanges with a partner.

- 1 Match the photos (1–4) with the sentences (a–d).

- a What can I get you?
- b I'm afraid the station is closed.
- c I'm so sorry – I can't come to pick you up.
- d I want to speak to the manager.



- 2 Work with a partner. Take turns reading out each sentence and think of a suitable reply. Use *I'll* to talk about the decision you have just made.

Start like this:

- A *I'm afraid the station is closed.*
- B *OK. I'll take a cab.*

LISTENING

A financial advisor is talking to a client about investing in airlines and pharmaceutical companies.

- 1** **35** Listen and fill in the blanks with these phrases.
 definitely won't might will probably will definitely probably won't
- With the oil price very high at the moment, airlines _____ have to increase fares.
 - If the airlines increase fares, they _____ lose customers.
 - There's a lot of competition, so some airlines _____ go out of business.
 - The shares _____ stay so high for a long time, people are already getting nervous.
 - You've made a good profit already so you _____ regret it.

- 2** **35** Listen again and fill in the blanks with these phrases.
 expect am certain guess don't think am sure
- Endo Pharmaceuticals has a new pain killer, and I _____ it'll do well.
 - I _____ they will be a good investment.
 - I _____ these new medicines might do well.
 - I _____ they will have any problems marketing it.
 - I _____ you won't lose any money if you invest in Endo.

3 What is the difference between the phrases in 1 and 2?

SPEAKING

1 Read the predictions and mark them 0–100% to show your own opinion. (0% = definitely won't, 50% = might, 100% = definitely will)

- Fuel costs will increase. _____
- Economy class will become more popular. _____
- There will be more business class passengers. _____
- Airports will become more crowded. _____
- Air fares will become cheaper. _____
- There will be problems with the labor unions. _____
- People will stop flying. _____

2 Take turns to ask the questions and say what you think. Use the words and expressions above in your answer, e.g.

- A** *Do you think fuel costs will increase?*
B *Yes, they'll definitely increase. / Yes, I'm sure they will increase.*

READING

Look at these predictions about the next twenty years. Check (✓) the appropriate box to show how probable you think each one is.

In my country, in twenty years ...

	Definitely	Probably	Maybe	Probably not	Definitely not
a there will be more cars on the roads.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b public transportation will be cheaper.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c there will be more working women than men.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d most people will work from home.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



In the world, in twenty years ...

	Definitely	Probably	Maybe	Probably not	Definitely not
e there will be a cure for AIDS.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f ordinary people will take trips into space.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g there will be a single world currency.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h English will still be the most common international language.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SPEAKING

- 1 Compare your answers with a partner.
- 2 Work with a partner. Discuss your opinions about the predictions above. If you can, give a reason for your opinion, like this:
 - A Do you think there will be more cars on the road?
 - B There definitely won't be. I'm certain people will use public transportation more.
- 3 Ask your partner about his / her own future. Take turns to ask the question *Do you think you will ever ... ?* Like this:
 - A Do you think you will ever move to the USA?
 - B No, I don't think I'll move to the USA, but I might move to France one day.

Do you think you will ever ...

- work abroad?
- be famous?
- work for a different company?
- run your own business?
- make a million dollars?

SPEAKING

Student A Look at the information below.

Student B Turn to page 94.

Student A

You are an investor and you want to invest \$10,000 in two or more companies in the United States. You are speaking to your financial advisor about which companies to invest in. At the moment the economy is recovering after a short recession. Look at the list of companies below and ask for his / her advice. Write the number of shares you decided to buy on the right. See the example:

A *Do you think I should invest in Hi Stores?*

B *Yes, I do. It's a growing sector of the economy and I'm certain that people will spend more and more on their homes after the recession. Home improvements will definitely become more popular.*

A *OK, I'll buy 500 shares.*

Company	Details	Share price	Number of shares
Hi Stores	rapidly growing chain of home improvement stores selling tools, decorating materials, etc.	\$10	
JMM Travel	large chain of travel agents specializing in international vacations	\$20	
Dolman Can	large factory producing canned fruits and vegetables – recently purchased new equipment	\$25	
Cityscape	construction company specializing in large-scale building projects, e.g. hotels, apartments, and office buildings	\$30	
Evans	sportswear manufacturer with a reputation for quality at reasonable prices	\$15	

When you have finished, turn to page 92. Calculate how much money you have made or lost. Which pair gave the best advice?



READING

Look at the statements below about people and money. Are the statements true (T) or false (F)? Check (✓) the correct answers for your country.

	T	F
a Friends or co-workers often talk about their salaries, savings, and investments.	<input type="checkbox"/>	<input type="checkbox"/>
b Gambling is common.	<input type="checkbox"/>	<input type="checkbox"/>
c Most company employees receive an annual bonus.	<input type="checkbox"/>	<input type="checkbox"/>
d Most people use cards for everyday purchases.	<input type="checkbox"/>	<input type="checkbox"/>
e People often use ATMs.	<input type="checkbox"/>	<input type="checkbox"/>
f Most people like to save for the future.	<input type="checkbox"/>	<input type="checkbox"/>
g It is acceptable to overdraw your bank account.	<input type="checkbox"/>	<input type="checkbox"/>
h Most people invest in the stock market.	<input type="checkbox"/>	<input type="checkbox"/>
i People believe that property is a good investment.	<input type="checkbox"/>	<input type="checkbox"/>
j Many people pay for goods and services on the Internet.	<input type="checkbox"/>	<input type="checkbox"/>

SPEAKING

- 1 Work with a partner. Discuss your answers.
- 2 What do you know about people and money in other countries?