

Unit 3: Success

1 Reading

Views on personality

Read the introduction to a book about personality from exercise 39, page 41 again. Match the beginnings of the sentences (1–5) with the sentence endings (A–H). There are two extra parts that you should not use. Write your answers in the boxes provided. The first one (0) has been done for you.

0	Hippocrates
1	Ivan Pavlov
2	John Watson
3	Sigmund Freud
4	Carl Jung
5	Isabel Myers and Kathryn Briggs

0	G
1	
2	
3	
4	
5	

A	asserted that peoples' actions are motivated by instinct.
B	alleged that humans are either more reserved and socially withdrawn or more outgoing and sociable.
C	disagreed with Jung's work.
D	claimed that a child can be conditioned to behave in a certain way.
E	showed in his experiment with dogs that behaviour is the result of stimulation.
F	said that our behaviour is the result of a combination of four basic physiological functions.
G	maintained that people have different inborn personal dispositions and preferences.
H	compiled a survey to assess different personality types based on Jung's theory.

Listening

Talking about trends in tourism

Listen to the recording from exercise 40, page 42 again. You are going to listen to four businesspeople talking about how to boost cultural tourism in the Salzkammergut. First you will have 45 seconds to study the task below, then you will hear the recording twice. While listening, choose the correct answer (A, B, C or D) for questions 1–5. Put a cross (☒) in the correct box. The first one (0) has been done for you.

- | | |
|--|---|
| <p>0 According to Tina,</p> <p>A it is particularly pleasing that big groups visit for a very short time. <input type="checkbox"/></p> <p>B a mix of slow tourism and mainstream group trips would be desirable. <input checked="" type="checkbox"/></p> <p>C big groups should be banned. <input type="checkbox"/></p> <p>D the demand for special programmes for small groups interested in local traditions is too low. <input type="checkbox"/></p> | <p>3 Laura thinks that</p> <p>A locals are annoyed by big groups. <input type="checkbox"/></p> <p>B tourists prefer visiting hidden gems. <input type="checkbox"/></p> <p>C the environment suffers from mass tourism. <input type="checkbox"/></p> <p>D hotels benefit from day trips by big groups. <input type="checkbox"/></p> |
| <p>1 The standard trip to Hallstatt</p> <p>A allows tourists to experience local culture. <input type="checkbox"/></p> <p>B is what tourists long for. <input type="checkbox"/></p> <p>C includes walking through the centre for 20 minutes to take pictures. <input type="checkbox"/></p> <p>D is the best-selling package the tour operators offer. <input type="checkbox"/></p> | <p>4 To counteract the poor booking situation at the beginning of the year, Laura suggests offering</p> <p>A guided e-mountain bike tours. <input type="checkbox"/></p> <p>B winter packages including accommodation and ski pass. <input type="checkbox"/></p> <p>C a package combining culture and winter sports. <input type="checkbox"/></p> <p>D cultural packages including Austrian traditional festivals. <input type="checkbox"/></p> |
| <p>2 André</p> <p>A suggests limited group sizes and a minimum day limit. <input type="checkbox"/></p> <p>B is a fan of guided tours to mainstream tourist attractions. <input type="checkbox"/></p> <p>C finds it hard to come up with good destinations in the Salzkammergut region. <input type="checkbox"/></p> <p>D prefers mass tourism over slow tourism. <input type="checkbox"/></p> | <p>5 Patrick thinks that tourism should be more about</p> <p>A getting to know new cultures in a short period. <input type="checkbox"/></p> <p>B immersing in the local culture. <input type="checkbox"/></p> <p>C offering mainstream events. <input type="checkbox"/></p> <p>D following the trends of travel influencers. <input type="checkbox"/></p> |

3 Language

Talking about a business idea

Complete this advice for selling your business idea using the correct verbs. The first letter is shown.

www.productsolutions.com

SELL YOUR BRIGHT IDEA!

Have you **1 c_ome** up with a bright idea? Maybe you've designed a product that's easy to **2 u_____** and **3 l_____** fantastic? Want to **4 m_____** money out of it? We'll help you to **5 p_____** your idea, get it on the market and – who knows? – you could **6 m_____** a living selling your bright idea!

Contact Ben Adler at Product Solutions b.adler@productsolutions.com

4 Language

Present perfect and time expressions

Complete the sentences with verbs from the box in their correct form and the words in brackets.

be ■ buy ■ know ■ learn ■ move ■ see ■ want

- 1 I _____ (always) to learn to play the piano.
- 2 Betsy _____ (just) a car. She only passed her driving test last week.
- 3 I don't eat biscuits. These _____ in my cupboard for months.
- 4 We _____ (recently), so people don't know our new address yet.
- 5 What _____ (you) on the course so far?
- 6 We _____ (them/for years). They used to live next door.
- 7 Let's not watch that film. I _____ (already/it).

5 Language

Hopes, dreams and ambitions

Put the words in the correct order to write sentences.

- 1 taking/job/France/the/I'm/in/considering/.

- 2 point/absolutely/across/At/I'd/to/America/some/love/drive/.

- 3 set up/dream/cake business/is/My/to/a/.

- 4 always/to/languages/I've/learn/wanted/.

- 5 like/another/I'd/One/to/day/country/move/to/.

- 6 finish/is/week/My/to/writing/next/aim/my essay/.

6 Language

Abilities

Cross out the grammatically **incorrect** ending in each sentence

- 1 My brother's very good at visualising things. / fixing computers. / ~~paint and draw.~~
- 2 Good students are able to concentrating. / organise their time. / work independently.
- 3 They're capable of understanding other people's feelings. / memory. / creative thinking.
- 4 Lena has a facility with express herself. / numbers. / languages.
- 5 My professor excels at explaining things clearly. / research. / think logically.
- 6 They all have the ability to / communicate clearly. / teamwork. / do mathematics.
- 7 I think I have a good imagination. / sense of direction. / relations with my colleagues.
- 8 Javier has good co-ordinating. / people skills. / eyesight.

7 Language

Abilities

Cover exercise 6. Put the words of the sentences in the correct order.

- 1 sense/usually/a/have/construction/of/workers/balance/good/.

- 2 ability/another/all/the/learn/we/to/language/have/.

- 3 like/physical/at/she's/ice/good/activities/hockey/.

- 4 of/is/quick/Maurice/decisions/capable/making/.

- 5 both/Marta/words/a/with/has/and/facility/numbers/.

- 6 good/have/skills/they/very/communication/.

- 7 'Sudoku'/such/he/numerical/at/as/excels/puzzles/.

- 8 able/others/well/to/with/she's/co-operate/.

8 Language

Describing talented people

Match definitions 1–5 with adjectives a–e.

- | | | |
|--|--------------------------|-----------------------------|
| 1 extremely clever | <input type="checkbox"/> | a top |
| 2 excellent, much better than most | <input type="checkbox"/> | b natural / born |
| 3 having a characteristic or ability from birth | <input type="checkbox"/> | c outstanding / exceptional |
| 4 having a lot of skills, abilities or knowledge about something | <input type="checkbox"/> | d brilliant |
| 5 the best, most important or most successful | <input type="checkbox"/> | e expert / skilled |

9 Language

Describing talented people

Complete the sentences 1–6 with the adjectives from exercise 8 without looking at it. The first letter is shown.

- 1 My next-door neighbour is an amazingly s killed mechanic.
- 2 Pavel is an o _____ ballet dancer. In fact, he's one of his country's t _____ dancers.
- 3 Both of her parents are b _____ mathematicians. They're so intelligent. And she herself is an e _____ maths student.
- 4 You'll enjoy having dinner at Rafe's place. He was trained by a top chef and is an e _____ cook.
- 5 I have to admit that Wilkinson is a b _____ leader. Even in school, he was head of the Students' Union.
- 6 Jo's such a n _____ teacher. She doesn't need much guidance from the principal or the senior teachers.

10 Speaking

Facts and feelings

a Complete sentences 1–6 to make them true for you.

- | | | |
|---|-------------------------------------|--------------------------------------|
| 1 I'm excited about ... | 3 I'm having doubts about ... | 5 I'm optimistic about ... |
| 2 I've always been passionate about ... | 4 I need some information about ... | 6 I've got a few questions about ... |

b Compare your sentences with a partner. Ask questions to find out more.

Example: A: I'm really excited about my new summer job. B: That's good. What is it?
A: I'm going to work at the office of Greenpeace in Vienna.

11 Writing

Taking notes: Read the notes. Write the full words for abbreviations 1–7.

Stella: Please set up an account with Just Stationery. They sell paper, ink cartridges, (1) etc. We'll need to order (2) approx 5,000 sheets of blue paper for the mailing. Please cancel my meeting (3) w/ François. Can you rearrange it for 4.00 (4) pm on the 15th? Please take the signed forms on my desk to Sam at (5) no. 53 round the corner. Can you say yes to Lydia? We'll pay her \$500 (6) pw. (7) PTO

- | | |
|--------------------|---------|
| 1 <u>and so on</u> | 5 _____ |
| 2 _____ | 6 _____ |
| 3 _____ | 7 _____ |
| 4 _____ | |

12 Writing

Europass CV

Go to www.europass.at and fill in an online CV in English. Use expressions from exercises 4–7.

Key

1

Reading

Views on personality

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1	Ivan Pavlov
2	John Watson
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4	Carl Jung
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0	G
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2	D
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2

Listening

Talking about trends in tourism

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- A it is particularly pleasing that big groups visit for a very short time.
- B a mix of slow tourism and mainstream group trips would be desirable.
- C big groups should be banned.
- D the demand for special programmes for small groups interested in local traditions is too low.

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- A locals are annoyed by big groups.
- B tourists prefer visiting hidden gems.
- C the environment suffers from mass tourism.
- D hotels benefit from day trips by big groups.

- | | |
|--|--|
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|--|--|

3 Language

Talking about a business idea

www.productsolutions.com

SELL YOUR BRIGHT IDEA!

Have you **1 come** up with a bright idea? Maybe you've designed a product that's easy to **2 use** and **3 looks** fantastic? Want to **4 make** money out of it? We'll help you to **5 promote** your idea, get it on the market and – who knows? – you could **6 make** a living selling your bright idea!

Contact Ben Adler at Product Solutions b.adler@productsolutions.com

4 Language

Present perfect and time expressions

- 1 I **have always wanted** to learn to play the piano.
- 2 Betsy **has just bought** a car. She only passed her driving test last week.
- 3 I don't eat biscuits. These **have been** in my cupboard for months.
- 4 We **have moved recently**, so people don't know our new address yet.
- 5 What **have you learnt** on the course so far?
- 6 We **have known them for years**. They used to live next door.
- 7 Let's not watch that film. I **have already seen it**.

5 Language

Hopes, dreams and ambitions

- 1 I'm considering taking the job in France.
- 2 At some point I'd absolutely love to drive across America.
- 3 My dream is to set up a cake business.
- 4 I've always wanted to learn languages.
- 5 One day I'd like to move to another country.
- 6 My aim is to finish writing my essay next week.

6

Language

Abilities

- 1 My brother's very **good at** visualising things. / fixing computers. / ~~paint and draw.~~
- 2 Good students are **able to** ~~concentrating.~~ / organise their time. / work independently.
- 3 They're **capable of** understanding other people's feelings. / ~~memory.~~ / creative thinking.
- 4 Lena has a **facility with** ~~express herself.~~ / numbers. / languages.
- 5 My professor **excels at** explaining things clearly. / research. / ~~think logically.~~
- 6 They all **have the ability to** / communicate clearly. / ~~teamwork.~~ / do mathematics.
- 7 I think I **have a good** imagination. / sense of direction. / ~~relations with my colleagues.~~
- 8 Javier has **good** ~~co-ordinating.~~ / people skills. / eyesight.

7

Language

Abilities

- 1 Construction workers usually have a good sense of balance.
- 2 We all have the ability to learn another language.
- 3 She's good at physical activities like ice hockey.
- 4 Maurice is capable of making quick decisions.
- 5 Marta has a facility with both words and numbers.
- 6 They have very good communication skills.
- 7 He excels at numerical puzzles such as 'Sudoku'.
- 8 She's able to co-operate well with others.

8

Language

Describing talented people

- | | |
|--|------------------------------------|
| 1 extremely clever | d brilliant |
| 2 excellent, much better than most | c outstanding / exceptional |
| 3 having a characteristic or ability from birth | b natural / born |
| 4 having a lot of skills, abilities or knowledge about something | e expert / skilled |
| 5 the best, most important or most successful | a top |

9

Language

Describing talented people

- 1 My next-door neighbour is an amazingly s killed mechanic.
- 2 Pavel is an **outstanding** ballet dancer. In fact, he's one of his country's **top** dancers.
- 3 Both of her parents are **brilliant** mathematicians. They're so intelligent. And she herself is an **exceptional** maths student.
- 4 You'll enjoy having dinner at Rafe's place. He was trained by a top chef and is an **expert** cook.
- 5 I have to admit that Wilkinson is a **born** leader. Even in school, he was head of the Students' Union.
- 6 Jo's such a **natural** teacher. She doesn't need much guidance from the principal or the senior teachers.

11

Writing

Taking notes

Stella: Please set up an account with Just Stationery. They sell paper, ink cartridges, 1 etc. We'll need to order 2 approx 5,000 sheets of blue paper for the mailing. Please cancel my meeting 3 w/ François. Can you rearrange it for 4.00 4 pm on the 15th? Please take the signed forms on my desk to Sam at 5 no. 53 round the corner. Can you say yes to Lydia? We'll pay her \$500 6 pw. 7 PTO

- | | |
|------------------------|------------------------|
| 1 <u>and so on</u> | 5 number |
| 2 approximately | 6 per week |
| 3 with | 7 paid time off |
| 4 afternoon | |