



SPEAKING

1 Work in pairs. Discuss these questions.

- Do you know anyone who runs a family business? What's the business? Which members of the family are involved in the business? How?
- What do you think is good / bad about family-run businesses?
- Would you like to work with people in your family? Why? / Why not?
- Do / Did you want to do what your parents do / did as a job? Why? / Why not?

LISTENING

2 33 Listen to a woman, Angela, talking about her family business. Answer the questions.

- 1 What is her business?
- 2 How successful is it?
- 3 Who is involved in the business? In what ways do they help with the business?
- 4 Who does she want to take over the business?

Look at the meaning of the words and phrases:

have a head for figures - to be good with numbers.

take over - start controlling (something)

negotiate - to talk (with others) to achieve (a transaction, an agreement, etc)

Answer the question:

- *What do you have a head for? (What do you have the mental ability to do something for)*

3 ▶ 33 Listen again and complete the sentences with three words in each space. Contractions like *don't* count as one word.

- 1 I was a model _____ younger and I did work for several wedding magazines.
- 2 My husband was very supportive _____ to start my company.
- 3 I think he thought it would always be small – something like a hobby – but it _____.
- 4 I hope my daughter, Sophie, will _____ business eventually.
- 5 _____ are both very determined – she doesn't stop until she succeeds at something!
- 6 And then, she also shares her father's _____.
- 7 He loves fashion and design, but I don't think he has _____.

4 ▶ 34 Listen to two of Angela's children, Sophie and Jerome, talking about the business. In what ways do they agree / disagree with what their mother said?

5 Decide if you agree or disagree with these statements about Angela's family. Then work in groups and discuss your ideas.

- This kind of poor communication is common in families.
- I don't understand Sophie's attitude to taking over the business.
- The mother should support Jerome more. He can learn to be harder in business.
- Daughters normally have their mother's character and sons have their father's character.
- Being the middle brother or sister is the most difficult place in the family.
- The baby of the family always has an easy time – especially when there's a big age gap.

GRAMMAR

Similarities and contrasts

We can use *both*, *neither*, *all* and *none* to show similarities, e.g. how two or more people / things share the same characteristics.

6 Look at the sentences from the listening. Answer the questions below.

- a We have three kids now and they're **all** part of the business too.
- b She and I are **both** very determined.
- c They're **both** very good at negotiating prices, whereas I think maybe my son, Jerome, is a bit too soft.
- d I actually don't want to run the business – **none of us** do!
- e **Neither of them** take no for an answer.

- 1 How many people do the words in bold refer to?
- 2 Which words show people are the same in *not* doing / being something?
- 3 When do you need *of* after *all*, *both*, *none* or *neither*?
- 4 What word has a similar meaning to *but*?

10 Match the sentences about general characteristics (1–9) with the explanations (a–i).

- 1 She and I are both very **determined**.
 - 2 My granddad's still very **fit**.
 - 3 Neither of us are very **practical**.
 - 4 Neither of us are very **organised**.
 - 5 We're all very **friendly and open** in our family.
 - 6 My dad's quite **strict**, whereas my mum's a bit **soft**.
 - 7 None of us are very **patient**.
 - 8 My sisters are both very **bright**.
 - 9 My brother's very **calm and confident**.
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- a We're not very good at building or repairing things.
 - b We're always happy to welcome people into our home.
 - c We don't give up. We keep going till we succeed.
 - d We often forget appointments and we're both quite messy.
 - e We get frustrated quickly and start shouting.
 - f He goes running every day for about an hour.
 - g He's just very positive and sure of himself, whereas I worry about things more.
 - h I always ask her for things because she usually agrees.
 - i They always get top grades. I sometimes feel a bit stupid in comparison.

Use each adjective in bold in Exercise 10 to talk about you and your family.

*To be honest, I'm not very **determined**. I give up quite easily.*

*We're all quite **fit** in my family. We all love sport.*