SKILLS TEST 6A

UNITS 11–12

Name: _____ Score: _____ / 25 points

READING SKILLS

1 **Read the article. Complete gaps 1–5 with sentences A–G. There are two extra sentences that you do not need.** (5 points)

A Because of this, employers were able to increase wages.
B If you're like most people, you'll probably answer *yes* to most of these questions.
C Business owners wanted to pay low wages but they wanted people to buy their products too.
D Then they would stop because they preferred free time to earning extra money.
E Since then, consumerism and advertising have steadily increased.
F Most people spent too much money, often spending more than they could afford.
G People usually made their own clothes and possessions or bought them from local artisans.

2 **Read the article again. Are the statements true (T) or false (F)?** (5 points)

1 At the end of the 18th century, people usually bought things that had been made locally. ☐
2 After the Industrial Revolution, things changed very slowly. ☐
3 Factory owners employed women and children because it was cheaper. ☐
4 After working and living conditions got better, people had more free time than before. ☐
5 Department stores first appeared around the end of the 19th century. ☐

SPEND, SPEND, SPEND

Do you often go shopping? Have you bought anything this month? Is there a shopping centre in your town? Have you been in a high-street shop recently? Were your clothes made in another country? [1]_____ **Spending money and shopping are encouraged in today's consumer society. However, this is a relatively new development.**

At the end of the 18th century in Britain most people rarely bought things made far from home. [2]_____ The majority of the population lived and worked in the country. They didn't have much money to spend so they owned few things. There were no machines, most things were made by hand. Only the rich bought things from abroad, but there were very few rich people. After the Industrial Revolution, this all changed. Suddenly, there were machines to make things. It was easier to transport goods. More people moved to towns to work in factories and began to earn weekly wages.

Consumerism, however, didn't start immediately – it had to be encouraged. Factory owners found that the workers would only work until they earned enough money for the week. [3]_____ In order to encourage people to work more and buy more, employers reduced wages and forced workers to work longer hours. They often employed women and children because they were easier to control and they could pay them less than men workers. Living and working conditions became worse than before the Industrial Revolution.

Many people, such as political reformers and humanitarian groups, tried to improve these terrible conditions. Workers were working long hours and earning little, but the factories were producing more. [4]_____ Working and living conditions got better. Workers earned more money, so they could afford to spend more – the age of the consumer had arrived. Now, people preferred to work full-time in order to earn and spend more.

By the end of the 19th century, department stores started opening in big cities. Finally, there were places where people could buy many different things in the same place. Advertising started to encourage more people to buy. [5]_____ Now, there is constant pressure to buy the latest fashions or gadgets. We live in the age of the hard sell, and it is hard to resist.

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PHOTOCOPIABLE LIVEWORKSHEETS

LISTENING SKILLS

1 CD Track 7 Class CD4.32 **Listen to street interviews with five people. Are the statements true (T) or false (F)?** (5 points)

1 Sandra often looks scruffy and she's a bit overweight. ☐
2 James used to be a bit overweight, but he isn't now. ☐
3 Maya likes trying out different clothes and make-up. ☐
4 Kevin has never had anything done to change his appearance. ☐
5 Lucy says she often has nail extensions done and uses make-up. ☐

2 CD Track 7 Class CD4.32 **Listen again and match speakers 1–5 to opinions A–G. There are two extra opinions that you do not need.** (5 points)

1 Sandra ☐
2 James ☐
3 Maya ☐
4 Kevin ☐
5 Lucy ☐

A 'Having a personal trainer is a good way to make sure you exercise regularly.'
B 'Tattoos and piercing are really unattractive in my opinion.'
C 'Cosmetic surgery isn't for me, but I can understand why people might want to have it.'
D 'I don't think it's a good idea to lie in the sun and try and get a tan.'
E 'People should accept their bodies without wanting to change them.'
F 'Appearance can influence your health.'
G 'In my opinion, it's all right to have cosmetic surgery if you want to.'

COMMUNICATION

1 **Choose the best response.** (5 points)

This is *Great DVDs* video store. How can I help you?
a I'm sorry. Would you like a refund?
b Well, my order hasn't arrived yet.

1 Complaints department. How can I help you?
a I'm sorry, there must have been a mistake.
b I'm not satisfied with your service.

2 I bought this mobile and it's faulty.
a We'll replace it straightaway.
b It won't happen again.

3 One of your employees was rude to me.
a I'm so sorry. I'll talk to him about it.
b Don't blame me, it wasn't my fault!

4 I'm sorry to say my order hasn't arrived yet.
a We're trying our best. It's very busy today.
b We'll replace it straightaway.

5 These trousers shrank the first time I washed them.
a Don't worry, it won't happen again.
b Would you like to exchange them?

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LIVEWORKSHEETS