UNIT 4: FINANCE AND BUSINESS

SPEAKING

Exercise 1: In this unit, you will learn about the different question types that you might encounter in IELTS Speaking Part 3. You will also learn key words and phrases to help you improve your Lexical Resource mark. Read the information. Then watch the video of three native English speakers asking and answering IELTS Speaking Part 3 questions. Complete the phrases with the verbs in the box and read the definitions of the phrases. (Video 4.1)

Lexical Resource is one of the criteria you will be marked on in the IELTS Speaking test. It refers to the range and accuracy of the vocabulary that you use. There are a number of ways to help achieve a higher band for Lexical Resource:

- Learn and use collocations correctly. Collocations are words which naturally go together in English. For example, we say *go bankrupt* and not *become bankrupt*.
- Use a variety of vocabulary throughout the test. Don't just repeat the same words. For example, instead of saying *I think* all the time, use alternative words and expressions such as *I believe, I would say that, if you ask me*, etc.
- Use less common, higher level vocabulary, such as idiomatic expressions that native speakers use.
- Paraphrase well. Use different words in your answers from those used in the questions.

be | come | control | ease | explain | have | know | lose | spend | step out

1 _____ financially responsible: manage your money in a sensible way

2 _____ wisely: think carefully about what you buy

3 _____ your spending: limit or restrict your use of money so that you have a clear idea of \

going

4 _____ where your money is going: have a clear idea of what you are spending your mon

5 _____ track of something: not know where something is or what is happening with it

6 _____ an input in something: play a role or have a say in something

7 _____ into the big wide (scary) world: enter the adult world of responsibility

8 _____ as a shock: be a big surprise

9 _____ the transition: make the change from one situation to another work well

10 _____ the jargon: clarify what technical words or phrases mean

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Exercise 2: Read the IELTS Part 3 question and a student's response. Match the paraphrases in the box with words and phrases 1–10 from the response.

Examiner: *Do you think society places too much emphasis on money and possessions?*

Student: *Definitely! Most people see (1) getting more money as (2) the most important thing in their lives. I think it's easy to understand why people think like this. After all, we need money to (3) pay for the basic things we need for daily life, such as food and (4) a house. What's more, we live in a world where having, say, a nice car and a nice house are seen as (5) signs of social achievement. The mainstream media only (6) makes this idea stronger in people, telling us how important it is to (7) always have newer, faster or more powerful versions of the products we already have. So, it doesn't come as a shock that many people think this way. It is how the world works and how we are taught to behave. (8) I think this is bad because (9) many people spend too much of their time working, and as a result, not enough time with their (10) family or friends. They can forget to enjoy the simple pleasures in life. I think such people have their priorities wrong.*

What I find terrible about this is that	a considerable number of	a roof over our heads
cover our day-to-day expenses	loved ones	regularly upgrade
reinforces these social ideals	status symbols	the accumulation of personal wealth
the number one priority		

1 getting more money _____

2 the most important thing _____

3 pay for the basic things we need for daily life _____

4 a house _____

5 signs of social achievement _____

6 makes this idea stronger in people _____

7 always have newer, faster or more powerful versions of _____

8 I think this is bad because _____

9 many _____

10 family or friends _____

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Exercise 3: Read the information. Then match the IELTS Speaking Part 3 question types with the example questions.

The following is a list of common question types that are used in the IELTS Speaking test, particularly in Part 3:

Giving a personal opinion
These questions usually present you with a situation and ask you to express your opinion on it: *Who should be responsible for teaching children about money management?*

Evaluating
These questions ask you to analyse a proposition in some way, e.g. positives and negatives, advantages and disadvantages: *How important is it to manage your personal finances?*

Making a prediction
These questions often focus on how something will change in the future: *Do you think we will stop using cash at any point?*

Past versus present
How were things different in the past? How have things changed? For example: *How has shopping changed in the last ten years?*

Hypothesising
Talking about imaginary or theoretical situations: *How would life be different if cars were banned?*

Cause and effect
Saying why something happens or happened or what the effects of something are: *Why do you think some people find it so hard to save money?*

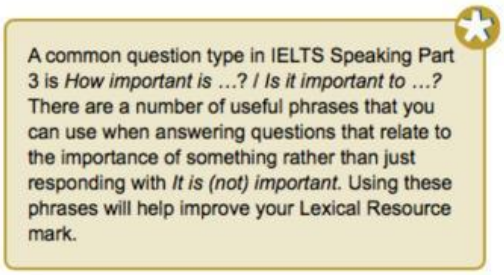
It is useful to become familiar with these question types so that you can practise them and learn language that relates to them. Of course, some questions in the IELTS Speaking test are a combination of these different question types.

1 Giving a personal opinion	*Do you think people place too much emphasis on money and possessions?*
2 Evaluating	*Would the world be a better place if we didn't have money?*
3 Making a prediction	*How can being in debt affect people?*
4 Past versus present	*Will online shopping ever replace going to a real shop?*
5 Hypothesising	*How has travel changed in the last ten years?*
6 Cause and effect	*What are the disadvantages of shopping online?*

Exercise 4: Read the information. Then look at the phrases for expressing importance in the box. Watch the video of a native English speaker responding to seven IELTS Speaking Part 3 questions. Match the

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phrases with the responses in which they are used. (Video 4.2)



It's a must. | It's absolutely crucial. | It's absolutely vital.

It's all pretty inconsequential. / It's neither here nor there. | It's an absolute necessity.

It's far from being essential. | It's not a matter of life or death.

Question 1: How important is it to learn to be financially responsible?

Question 2: How important is it to be safe when shopping online?

Question 3: How important is it for people to pay their taxes?

Question 4: How important is it for children to be taught about basic financial management?

Question 5: How important is it to pay back your credit card on time?

Question 6: Is it important to repay money you borrow from friends and family promptly?

Question 7: Should physical money be replaced with virtual money?

<u>Exercise 5:</u> Read the IELTS Speaking Part 3 questions and responses on the subject of health. Correct the <u>underlined</u> phrases which express importance.

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1 **Examiner:** How important is it for people to do regular exercise?
Student: Well, given the fact that more and more people are suffering from conditions such as diabetes, obesity and heart disease, I would say it's an absolute necessary.

2 **Examiner:** How important is it to have regular health checks?
Student: I think it very much depends on the individual. Some people seem to be healthy by nature, so I would say that for them, it's long from being essential.

3 **Examiner:** How important is it for young children to understand about nutrition?
Student: I guess that would depend on the age of the child. For young children under ten years old, it is really their parents who should be keeping an eye on what their children are eating. So, for them, it's either here nor there.

4 **Examiner:** How important is it for schoolchildren to play team sports?
Student: I think there are a lot of benefits for children of playing team sports. For example, they can learn concepts such as the benefits of cooperation and compromise. But not everybody works well in a team. Some people work better individually. For people like these, I would have to say that playing team sports isn't a should.

5 **Examiner:** Is it important for food in supermarkets to show nutritional information?
Student: Well, it is certainly a good thing for some people, especially those who have special nutritional needs or food allergies. Knowing what they are eating could actually save their lives. But I would say that for the majority of people, it's not a matter of living or dying. Personally speaking, I never read labels to check the fat or salt content of the food I buy, so it is not something that concerns me greatly.

Exercise 6: Read the information. Then watch the video of the three native English speakers discussing online shopping. Choose the advantages and disadvantages of online shopping that the speakers mention. Be careful – the speakers will paraphrase some of the answers. (Video 4.3)

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Questions which ask you to evaluate the positives and negatives of something are common in IELTS Speaking Part 3, so it is a good idea to consider the common topics that appear in the test and think in advance about what you see as the positives and negatives.

For example, for the topic of towns and cities, you might be asked about the advantages and disadvantages of living in a city or in the countryside. For the topic of health, you might be asked about the advantages or benefits of being a vegetarian, or of playing team sports. It is good revision practice to think about questions like these in advance of the Speaking test.

Advantages of online shopping

- [ ] It is convenient for people with busy working lives.
- [ ] It is useful for buying last-minute presents.
- [ ] Things can be cheaper online because you are often buying directly from the manufacturer.
- [ ] You can buy things that you can't find in local shops.
- [ ] You can read customer reviews to help you choose the right products.
- [ ] You don't have to drive to the shops or spend a day walking around town.

Disadvantages of online shopping

- [ ] Customer reviews on shopping websites may have been written by the companies, not the customers.
- [ ] It is easier to spend money without thinking about it.
- [ ] You can't really try a product or get a good idea of what it is from a photo.
- [ ] You have to pay for delivery and things can get lost in the post.
- [ ] You put yourself at risk of internet fraud.

Exercise 7: Read the information. Then read the phrases. Are they used to introduce advantages or disadvantages? Choose the correct answers.

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Remember that using a variety of language can help improve your Lexical Resource mark. So, learning and practising different ways of talking about advantages and disadvantages is very useful for the IELTS Speaking test.

	advantage	disadvantage
1 The key benefit of X is …	○	○
2 On the plus side, X is …	○	○
3 An obvious drawback of X is …	○	○
4 One way X is superior is …	○	○
5 On the downside, X is …	○	○
6 One clear weakness of X is …	○	○
7 What lets X down is …	○	○
8 The virtue of X is …	○	○
9 The problem with X is …	○	○
10 What gives X the edge over Y is …	○	○

Exercise 8: Read the information. Then watch the video of some native English speakers responding to six questions. Match the words and phrases in the box with the questions in which they are used. There are more words and phrases than you need, and you will need to use some of them more than once. (Video 4.4)

LIVEWORKSHEETS

In IELTS Speaking Part 3, you may need to explain why you believe something is true, either from a personal perspective or from a wider social perspective. There are a number of adverb discourse markers that can help you achieve this. Using a variety of these can help improve both your Lexical Resource and Fluency and Coherence marks.

undoubtedly | unfortunately | arguably | realistically | as far as I'm concerned

personally speaking | to be honest | regrettably | generally speaking

personally | by and large | theoretically | apparently

Question 1: How much money is enough for someone to live on?

Question 2: Why do so many people enjoy shopping and spending money?

Question 3: Do you think that in the future we will do all our shopping online?

Question 4: Should physical money be replaced with virtual money?

Question 5: Should teenagers be encouraged to do part-time work?

Question 6: Would it be possible to live without money?

<u>Exercise 9:</u> Read the information. Then look at the words and phrases in the box. What do they mean? Complete the table with the words and phrases.

LIVEWORKSHEETS

In IELTS Speaking Part 3, you might be asked to explain why you think something is the way it is, or about the extent to which you think something is true. For example, questions may begin with *Why do you think …* Adverbs such as *personally speaking* and *arguably* are useful when answering this type of question.

feasibly | obviously | on the whole | arguably | apparently | to be honest

unquestionably | for the most part | generally speaking | as far as I'm concerned

undoubtedly | by and large | personally | supposedly | personally speaking

clearly

This is a personal opinion.	I am certain that this is true.	This is generally seen as true.

I read / heard that this is true.	I think this is possibly true.

<u>Exercise 10:</u> You are going to do IELTS Speaking Part 3.

1. *What are the key financial decisions people face during their life?*
2. *How important is it to learn to be financially responsible?*
3. *What are the benefits of organizing a personal pension when you are young?*
4. *How have shopping habits changed over the last ten years?*
5. *How important is it to be safe when shopping online?*
6. *Do you think in the future we will do all our shopping online?*

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