

4.2 QUIZ 1: INTEGRATED SKILLS

FULL NAMES: _____ DATE: _____

I. LISTENING

Listen to Olivia and Jack talking about the best cities in the world. Choose the best option to complete each sentence. Choose A, B, or C.

1. She says it is worth coping with in order to travel to amazing places.
A. a time difference B. a long trip C. a dangerous situation
2. You can stay safe in Mexico City if you.
A. avoid public transportation B. take some simple measures C. make yourself look poor
3. Mexico impressive archeology from the Aztec civilization.
A. still has some B. no longer has any of the C. is trying to preserve the
4. Florence is Mexico City.
A. historically more interesting than B. not as interesting as C. interesting in a different way from
5. Olivia wouldn't travel to a place.
A. that was too artificial B. that wasn't safe C. where women weren't welcome

II. GRAMMAR

Complete the sentences with the embedded form of the question in parentheses.

1. Do you have any idea _____ (how much are these shoes)?
2. Can you tell me _____ (do you have a larger size)?
3. Could you tell me _____ (where is the computer department)?
4. Would you tell me _____ (where can I find the classroom)?
5. Do you know _____ (when did the train arrive)?

III. READING

Read the text about persuading people.

Persuading others

Convincing someone to do what you want is often very difficult. Here are some helpful tactics for persuading people.

Timing

Knowing when to talk is very important if you want to persuade someone. It is more likely to convince people if you talk to them when they are more relaxed. For example, people can be persuaded more easily immediately after thanking someone.

Get to know the person

If you want to persuade someone you need to get along well with that person. It is important to find things in common such as interests or ideas.

Humans feel safer around people who are similar to them.

Speak in the affirmative

Speaking in the affirmative will keep your message positive. It will help you maintain directness and keep your intentions clear.

Be credible, logical, and use emotions to your advantage

We tend to believe people whom we respect. You need to state why the person you are talking to should agree with you. You can also use emotions to your advantage: make the other person feel the emotion you want them to feel.

Create a need

This is the most important rule of persuasion. If there's no need for what you're trying to get or do, it

won't happen. You can create value and if you want the person to act in the moment, you need to create a sense of urgency.

Now decide if each sentence (1–5) is correct or incorrect. If it is correct, choose CORRECT. If it is incorrect, choose INCORRECT.

1. It's easier to persuade people if they are calm. _____
2. It's more difficult to persuade someone if you have shared interests or ideas. _____
3. It's better to use the word "no" when trying to persuade someone. _____
4. What people think of you is important when you're trying to persuade them. _____
5. The most important persuasion rule is to make people believe they need something. _____