

The Car

a. Which sentences from the dialogue, "The Car", express refusal?

b. Who says sentences like these? For each sentence circle the speaker, C (for Customer) or D (for Dealer), and mark the function (what the speaker is trying to do).

		Persuading	Accepting	Refusing
1. "You won't find a better deal anywhere else."	C/D	_____	_____	_____
2. "This is just what I'm looking for. I'll take it!"	C/D	_____	_____	_____
3. "I can offer you an excellent monthly payment plan."	C/D	_____	_____	_____
4. "No...This is definitely not what I had in mind."	C/D	_____	_____	_____
5. "I really can't afford this car."	C/D	_____	_____	_____
6. "This car is exactly what I want. Do you accept checks?"	C/D	_____	_____	_____
7. "We have other fantastic bargains to offer."	C/D	_____	_____	_____

c. Complete the dialogue by writing what the customer says. Then share and practice your dialogue with a partner.

Car dealer: Here it is. Isn't it beautiful?

Customer: (*refusing*) _____

Car dealer: And it's only \$5,000.

Customer: (*refusing*) _____

Car dealer: I could lower the price to \$4,000.

Customer: (*refusing*) _____

Car dealer: What if I let you pay it off in 12 monthly payments?

Customer: (*accepting*) _____



Conditionals: Real

- a. Read the advice about buying a used car. Match the ends of the sentences in column B to their beginnings in column A to make real conditional sentences.

A	B
1. If you want to find a good dealer,	_____ a. he will probably lower the price.
2. If you don't take a used car to be checked by a mechanic,	_____ b. you can ask the dealer for monthly payments.
3. If you bargain with the dealer,	_____ c. ask your friends to recommend one.
4. If you take a friend with you,	_____ d. it will be easier for you to choose a car.
5. If you can't pay for the car in cash,	_____ e. you might buy a car with engine problems.

- b. Add three more real conditionals sentences giving advice about used cars.

1. _____
2. _____
3. _____

- c. Complete the short ad for a car dealer by filling in suitable words in each space.

are • buy • come • find • get • give • let • need • show • want

LOOKING FOR A CAR? COME TO CAR CITY!

- If you (1) _____ a good car dealer, you should (2) _____ to us!
- If you (3) _____ interested in the latest models, we (4) _____ them to you.
- If you (5) _____ a car you like, we (6) _____ you test-drive it.
- If you (7) _____ a comfortable payment plan, we (8) _____ it to you.
- If you (9) _____ from us, you (10) _____ great service.

