LISTENING SCRIPT

Exercise 3. Track 3.1

Greg: Hi, Penny. How's it going?

Penny: Not bad, thanks, Greg. But I'm glad we're meeting up. There's lots for us to do before next week, I think.

Greg: You're right. What do you want to discuss first?

Penny: Shall we start with next Friday's .....?

Greg: Sounds good to me, Penny.

Penny: OK. We need to do a bit of preparation for it. I mean, the tutor told us that we should do some background reading on money, didn't she?

Greg: Yes, but not money in general – only on its history. So starting from ..... times and ancient cultures – all the way up to the 21st century.

Penny: That's right. So we should start by looking at what people used before money was .....

Greg: OK, so before money I think it was all about trade. So, like, in prehistoric times, people probably exchanged all kinds of things – things that might have no value at all today, like colorful stones.

Penny: But they were very valuable then, so people really wanted them. And I'm sure they gave each other useful things as well. Um, you know, like tools? Or food? For instance, maybe one person had a tool for ....., and that was worth a lot to him, and he could exchange it with another person who had some meat or eggs or fruit.

Greg: Yes, you're probably right. And then when they did start to use money, maybe people used bronze to make their coins. Because it was a metal that was quite easy to use.

Penny: Maybe, yes. Now, what was the name of the book that the tutor told us to read? I remember the first part of the title: *The Financial …*?

Greg: *The Financial World*.

Penny: Oh yes, that's right. Shall I see if I can find a copy in the university library for us?

Greg: OK, that'd be great, then we can …

Exercise 7. Track 3.2

Announcer: You will hear a lecturer talking about the history of money.

Lecturer: Hello and welcome to today's lecture. As you might know already, in this session we're going to be looking at the history of money – how it started out and how it's changed over the centuries.

Well, we'll start by thinking about the situation in prehistoric times. At this time, people, of course, didn't have money. If they could see that someone else had something they wanted, maybe some …..... or some vegetables perhaps, they would offer that person something of their own – and one very common thing that people offered was ..... It's something that's so easy to buy in the supermarket nowadays, but

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in prehistoric times, it was very valuable indeed, so worth quite a bit if you wanted to exchange it for something.

What else was used instead of money in the distant past? Later, when groups of people began to explore and come into contact with other groups, trade between different cultures became more common. For example, we know that ancient cultures in Europe started to exchange tools with each other – tools that they'd made – that would have been interesting to the other group. Typically, these would be tools that were designed for hunting, but more rarely they would trade ..... of war and other tools needed for fighting. These were the most important items for trade.

Now, about 3,000 years ago, there was an interesting development, and this happened in China. At that time, one of the metals that was common there, in China, was bronze – and this is a metal which is quite easy to use and to make large tools from. But, of course, it's not always ..... to carry large tools with you – just in case you want to buy some food, for example. So, some people started to produce very small models of some typical tools, in bronze. Then, if a person was interested in doing trade with someone else, he would use those instead of real ones. And this was a big step forward in the history of money because – like coins and cash and credit cards today – they had no ..... value themselves. The only problem with these little tools is that they looked just like the real ones, so they were sometimes sharp … a bit dangerous to have in your pocket.

But that wasn't the only big development in China. It was just a couple of centuries later, around 2,800 years ago, when the Chinese started to create something different, something that would be smaller and easier to make and carry, something that was a lot safer and something they could give to each other as a kind of ..... In other words, coins. These early Chinese coins were small, flat circles of bronze, but with a square shape cut out of the center.

It was in western Turkey, however, that the system of producing coins became more organized. It was here – around 2,600 years ago, in a region called Lydia – that the city began to create coins that were stronger and would last longer and were always the same size. They were made partly of gold, but mainly of ..... And one important person that I have to mention is the King of Lydia – his name was King Alyattes. He thought that different coins should have different ..... to show that they had a different value. Again, this is a tradition that has continued until today. We know from our research that some of the coins had images of birds, and that others – although we don't know whether they were worth less or more – had an image of a snake on them. I don't think any modern coin has the same thing. Maybe you know differently.

Anyway, after that, the Chinese were the first to use paper money and …

Exercise 8. Track 3.3

Researcher: Hello. Joe, good to see you again.

Joe: Hi, you too.

R: So how did you get on with the devices we asked you to test for us?

J: Oh, fine. Well, mostly.

R: Ok, well, well's come back to those in a minute. First of all, I was wondering if I could ask you a few questions about your attitude to new ..... products. This will help us with future marketing. Is that OK?

J: Sure.

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R: Ok. First of all, how much do you spend on electronic items a month?

J: Hmm, let me see. I don't earn a lot, so I don't have much left after I've paid for things like rent, bills, food and so on. Anything else is a ..... So, I'd guess about 5%, maybe 10% of my monthly .....

R: All right, and what influences you in your choice of product? Say you wanted a new mobile phone; how would you decide which one to buy?

J: Well, first I look at reviews on the Internet, you know, what other ..... think about them. Then I'll ask my friends what they think. In fact, their opinions are probably more important than anything.

R: How much dose ..... help you choose a product?

J: I think that depends on how the product is advertised and who is advertising it.

R: For example?

J: Well, if it's someone I respect, you know, like a famous sportsman or ....., that can certainly make a difference. I know it shouldn't really, but it does.

R: And where do you buy most of these products? The High Street? The Internet?

J: Most people seem to avoid shops, these days, don't they, for things like that? They think they can get things cheaper on the Internet.

R: Right.

J: But I find that if you say to a ..... that you can get a new, er, camera for example, for £100 on the Internet, they'll often match the price. So, that's where I go.

R: Any other advantages?

J: Well, you get personal service and you don't have to wait for the product to be ..... Ordering online means you have to wait, sometimes for ages, to get the things you've just bought. I hate that. I guess I'm just very impatient.

R: OK, one final question. Do you ever see a product and think 'I've *absolutely* got to get one of those'?

J: Oh, all the time. Especially if I'm walking past a shop and I see a new electronic item in the window, especially if it's unusual, you know, something I've never seen before. It takes a lot of willpower…

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