

## STARTER

Work with a partner. Ask him or her the questions below and make a note of the answers. Then tell the class what you found out.



- 1 How often do you make phone calls in English?
- 2 When was the last time you made or received a phone call in English? How was it?
- 3 Who do you normally speak English to on the phone? Are they native speakers or non-native speakers of English?
- 4 What do you find most difficult about telephoning in English?
- 5 Describe your worst experience with an English phone call.



1 Three people are calling the company **Micah Information Systems**. Listen to the three dialogues and complete the table.

	CALL 1	CALL 2	CALL 3
Who is calling?			
Who does he/she want to speak to?			
Does he/she get through? If not, why not?			
What will happen next?			

## British English

The line is engaged.  
mobile (phone)

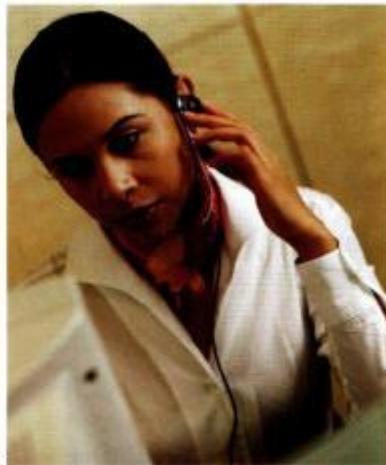
## American English

The line is **busy**.  
cell (phone)

**LIVEWORKSHEETS**

**2 Listen again and complete the sentences from the dialogues.**

- 1 Micah Information Systems. Sylvia \_\_\_\_\_.
- 2 I'll \_\_\_\_\_ Mr Seide you \_\_\_\_\_.
- 3 It's Karen Miller \_\_\_\_\_.
- 4 I actually \_\_\_\_\_ to speak to Maria.
- 5 Just \_\_\_\_\_ on a moment while I make the \_\_\_\_\_.
- 6 I'm \_\_\_\_\_ Maria's line is \_\_\_\_\_.
- 7 I'll try \_\_\_\_\_ later.
- 8 Let me just \_\_\_\_\_ a pen.
- 9 Nice to \_\_\_\_\_ from you.
- 10 I'm actually talking to someone on the other \_\_\_\_\_.

**Which sentences (1-10) can be used:**

a to say who you are? 1, 3 _____	e to say that somebody (or you) can't talk now? _____
b to open a conversation politely? _____	f to say you will call again later? _____
c to say who you want to speak to? _____	g to take or leave a message? _____
d to put a caller through to another person? _____	

**3 Match the two parts to make questions from the dialogues.**

- 1 Could I speak \_\_\_\_\_
- 2 Can I take \_\_\_\_\_
- 3 Could you ask \_\_\_\_\_
- 4 Could you tell me \_\_\_\_\_
- 5 Does Mr Seide \_\_\_\_\_
- 6 Is she there \_\_\_\_\_
- 7 Shall I put you \_\_\_\_\_
- 8 Can I just \_\_\_\_\_
- 9 Can I call you \_\_\_\_\_
- 10 Have you got \_\_\_\_\_

a my mobile number? _____
b through to her? _____
c have your number? _____
d back in ten minutes? _____
e your name again? _____
f a message? _____
g ask what it's about? _____
h at the moment? _____
i to Jörg Seide, please? _____
j him to call me back? _____

**Now match these answers with the questions. Sometimes more than one answer is possible.**

A Certainly.	G Yes, she is.
B Yes, he does.	H I'm afraid he's in a meeting.
C Sure, no problem.	I I need to ask her about the project meeting next week.
D My name is John Ellis.	
E Yes, I have.	
F That would be great.	

**LIVE WORKSHEETS**

**4** There are usually two ways of saying the same thing: a formal way, or a less formal way. Find pairs of expressions with the same meaning and complete the table.

Can I speak to Bob, please?	Certainly.	— Could I speak to Bob, please?
Thanks.	What's it about?	Could you please hold?
Can I just ask what it's about?	Shall I put you through to her?	Hang on a moment.
Do you want to speak to her?		Thank you.

MORE FORMAL	LESS FORMAL
Could I speak to Bob, please?	Can I speak to Bob, please?

**5** There are different ways to give our names on the telephone. Match the sentences with the explanations. (Careful: one sentence below is not used on the telephone!)

1 This is Gordon Wallis.	a You say this when you answer the phone.
2 It's Gordon (Wallis) here.	b You say this when you call a company and you don't know the person who answers the phone.
3 Here is Gordon Wallis.	c You say this when you call someone you know.
4 Gordon (Wallis) speaking.	

**USING FIRST NAMES**

Whether we use first names or surnames (family names) with people in English normally depends on the relationship we have with them. Here are some tips.

- As a general rule, do what the other person does. So if the other person uses your first name, use their first name when you speak to them. One important exception: if the other person has a much higher status than you (for example if you are a secretary and they are a manager) then sometimes it is better to use their surname, even if they use your first name. It depends on the company culture.
- If it is the very first time you speak to a person, you should probably use their surname.
- If you have had contact with the person before (even if it was only on the phone), you can normally use first names.
- If the person is an important business contact, you should definitely try to use first names, if appropriate. It is a sign of a close working relationship.



**6** Look at – or listen to – the three phone calls in exercise 1 again. Who uses first names, and who uses surnames? Why?

**LIVEWORKSHEETS**

#### GIVING 'BAD' NEWS

It is very common for native speakers to use *I'm afraid* or *I'm sorry* when giving 'bad' news, for example when saying someone is not available.

*I'm afraid* Mr Seide is in a meeting.  
*I'm sorry, but* Mr Seide is in a meeting.

If you do not use *I'm afraid* or *I'm sorry*, the sentence sounds very direct and impolite to a native speaker.

The word *actually* is also often used to make a statement more polite. For example, it can be used:

- instead of saying the word **no**. A: *Does he have your phone number?* B: **Actually**, I don't think he does.
- when we change the subject (e.g. when we change from small talk to talking business). *Your holiday sounds fantastic. Listen, Sandra, I actually wanted to speak to Maria.*
- to say something which is inconvenient or annoying for the other person, in a polite way. *Can I call you back? I'm actually talking to someone else on the other line.*

Careful: *actually* is not the same as *current(ly)*!

#### 7 Rewrite the highlighted sentences below with *I'm afraid* or *actually*.

- 1 I'm trying to get through to Jake Woodward. He asked me to call him this morning.  
*I'm actually trying to get through ...*
- 2 Marie Dupont. You're from France, aren't you? – No, I'm from Belgium.
- 3 Can I talk to Kevin Shields? – **He's not here.**
- 4 Would you like to leave a message? – No, I'll call back later.
- 5 Can I call you tomorrow? – **I won't be in the office tomorrow.**
- 6 Heather's line is engaged. Shall I tell her to call you back?

#### 8 Look at the situations below and make excuses for why your boss doesn't want to come to the phone. Try to use *I'm afraid*, *I'm sorry*, or *actually* in each sentence. Remember that you don't always need to tell the truth when making an excuse!

##### EXAMPLE

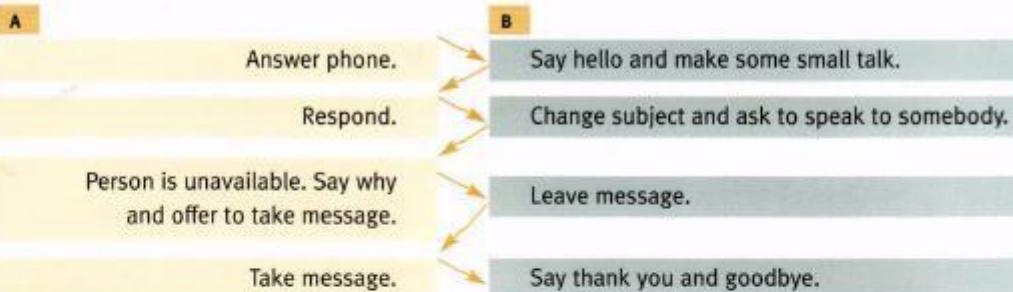
*I'm afraid* she's unavailable.  
*She's actually* out of the office today.

##### EXCUSES

having lunch  
out of the office today/this afternoon  
on a business trip  
in a meeting  
on another line



**9** Work with a partner to practise the dialogue below.



**10** Often when we telephone we have to deal with communication problems. Listen to the dialogues and match them with the problems. Sometimes more than one answer is possible.



Now complete the extracts from the dialogues with words from the box. Then listen again to check your answers.

slowly • up • cut • line • catch • spell • could • wrong

1 Sorry, I didn't                    that.

2 Sorry,                    you repeat that, please?

3 Sorry, can you speak                    a bit, please?

4 Sorry, I think you have the                    number.

5 Sorry, this is a really bad                   .

6 Sorry, we got                    off.

7 Sorry, could you                    that for me, please?

8 Sorry, could you say that a bit more                   , please?

**LIVE** **LIVWORKSHEETS**

**11** Work with a partner to make two phone calls. Look at the Useful Phrases below before you read your role card in the Partner Files.

PARTNER FILES

Partner A File 1, p. 48  
Partner B File 1, p. 50

USEFUL PHRASES

**Giving your name**

Gail Jones speaking.  
This is Robert Smith from ABC Enterprises.  
Hello, Jane. It's Elena Gonzalez here.

**Getting through to the right person**

Could/Can I speak to Mark, please?  
I'd like to speak to Ellen Baker, please.  
I actually wanted to speak to Pat.  
Is Pascal there at the moment?

**Making the connection**

Shall I put you through to him/her?  
Can I just ask what it's about?  
Could you please hold?  
Just hang on a moment while I make the connection.

**When the person isn't available**

I'm afraid his/her line is engaged.  
I'm afraid Pat isn't available at the moment.  
I'm afraid she is in a meeting.  
Can I take a message?  
Would you like to call back later?

**12** Complete the crossword, then rearrange the letters in the darker squares to find the mystery word.

The mystery word is

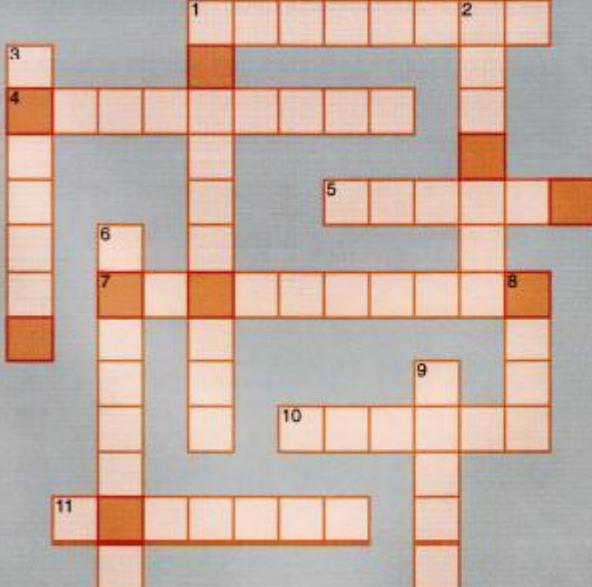


**across**

- 1 I'll ... later. (2 words – 4, 4).
- 4 Can you give me her ... number, please?
- 5 In America this is called a cell.
- 7 Another way to say connect (2 words – 3, 7).
- 10 I'm ... she's unavailable at the moment.
- 11 I'm sorry, his line is ... .

**down**

- 1 Rearrange the letters ONCNINETCO.
- 2 Can I ask who's ... ?
- 3 Would you like to leave a ... ?
- 6 Good morning. Acme Ltd. George Fraser ... .
- 8 I'll see if she's in. Could you please ... .
- 9 I'm sorry, I didn't ... that. Could you repeat it, please?



LIVE **LIVWORKSHEETS**

### 13 Put the words in the right order to make sentences with expressions from this unit.

- 1 speaking Kyoko Ito .
- 2 Juan Suarez is this . to speak  
I can please Ms Sanders ?
- 3 call back I'll later .
- 4 office in Brenda today isn't the .
- 5 number do have my you mobile ?
- 6 today I'm Mr Chang in isn't office  
afraid the .
- 7 called him I'll that you tell .

#### OUTPUT

What advice would you give to someone to help them telephone successfully? Work with a partner to make a list of tips. Then read the article and discuss the questions.

## Successful telephoning

Phone calls can often be challenging in your own language, but when you're speaking a foreign language they are even more difficult. There's no body language to help you, the audio quality is not always perfect, and there is more time pressure than in a face-to-face conversation. Below are some tips to make telephoning in English less stressful.

- 1 If you have to make a difficult phone call, spend a few minutes preparing first. Think about what you want from the phone call. What might the other person say? Make notes of English phrases you can use during the call.
- 2 Try to relax. Make sure you have enough time for the call, and don't hurry. It's better to have a successful ten-minute call than an unsuccessful five-minute call.
- 3 Sometimes receiving an unexpected call can be very stressful. To give yourself some time to prepare for the call, you might want to tell a 'white lie' (*I'm sorry, I'm actually in a meeting right now. Can I call you back in ten minutes?*) and call back when you feel more confident.
- 4 It's important to make a little small talk with the other person before you talk business, but don't spend too long chatting. Get to the point of the call quickly. If you're talking to a native English speaker,
- 5 Listen for words like *well, so, and anyway*—these are signals that it's time to talk business.
- 6 Speak more slowly and at a lower pitch than you would during a face-to-face conversation. It makes you sound confident, helps the other person to understand you, and calms you down if you are nervous.
- 7 Don't be afraid to ask a caller to repeat something (*I'm sorry, I still didn't catch that. Could you say it again more slowly?*). It's better for the caller to repeat a piece of information five times than for you to write down the wrong information.
- 8 Smile! Although it sounds strange, the other person can hear if you are smiling – it makes your voice sound friendlier.



#### OVER TO YOU

What is the thing you find most difficult on the telephone? How could you make it easier? Can you think of five things you could do to improve your telephoning skills in English? For example, record English calls and listen to them with your English teacher, or telephone an English-speaking friend for practice.

 **LIVEWORKSHEETS**