

# Unit 6 Money

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## Business costs



### Keynotes

Different countries have different **currencies** and the **exchange rate** usually changes every day. This can change the **cost of living** and the **price we pay for goods**. Price is also important when we choose a **supplier**. Sometimes it is possible to negotiate a **discount** on large **orders**.

Preview

**1** Match the countries 1-5 with the currency symbols a-e and how to say the currency A-E.

Currency from	We write	We say
1 Italy	a ¥	A dollar
2 The UK	b ¥	B pound
3 Japan	c £	C yen
4 The USA	d €	D riyal
5 Saudi Arabia	e \$	E euro

**2** Work with a partner. Make sentences about the currencies.

*The currency in Italy is the euro.*

**3** What is the currency in your country? Add more currencies to the list above.

Working English

Look at how we say large numbers.

800 *eight hundred*    80,000 *eighty thousand*    50,000,000 *fifty million*

When we use an approximate number, we add *-s* and *of*.

*There are hundreds of currencies / thousands of banks / millions of people in the world.*

Look at how we say these numbers.

157	<i>a / one hundred and fifty-seven</i>
579	<i>five hundred and seventy-nine</i>
5,790	<i>five thousand seven hundred and ninety</i>
57,901	<i>fifty-seven thousand nine hundred and one</i>
5,790,000	<i>five million seven hundred and ninety thousand</i>

When we talk about exchange rates, we can say the decimal point (.).

\$1.34	<i>There are one point three four US dollars to the euro.</i>
¥239.34	<i>There are two hundred and thirty-nine point three four Japanese yen to the British pound.</i>

Listening 1

Listen and complete the information.

- We have 855 workers in our factory.
- There are \_\_\_\_\_ dollars to the British pound.
- Their company manufactures more than \_\_\_\_\_ products every year.
- I have \_\_\_\_\_ Saudi Arabian riyals. How much is that in euros?
- The world population increases by \_\_\_\_\_ people every day.
- Our profits this year are \_\_\_\_\_ euros.

Speaking

Work with a partner. Take turns to say some numbers and exchange rates and write down the numbers your partner says. Compare and check together and correct any mistakes.

Reading

**1** Read the article on the opposite page. Does the writer think that money is the only thing that rich people can use to help the world?

**2 Find numbers in the article to match the following.**

- 1 Bill Gates' donation \_\_\_\_\_
- 2 number of billionaires now
- 3 number of billionaires in 1996 \_\_\_\_\_

**3 Read the article again and answer the questions.**

- 1 What American companies does the article talk about?
- 2 What currencies does the article mention?
- 3 What do rich people in the USA often give money to build?
- 4 What problems can rich people help find solutions to?



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**Glossary**

**charity (n)** money or gifts that people give to help people

**recently (adv)** a short time ago

**charitable foundation (adj + n)** an organisation that uses money to help people

**management guru (n)** someone who knows a lot about business

**poverty (n)** not having enough money for food or housing

**environment (n)** the world and the people, animals and plants that live in it

Is money enough?

## The business of giving

### Charity from the rich

<sup>1</sup> Today, many rich and famous people give money to charity. Technology billionaire Bill Gates recently gave \$31 billion to the Bill and Melinda Gates Foundation. Other technology leaders also give away money. Pierre Omidyar, the founder of eBay, and Jeff Skoll, eBay's first CEO, want to use their billions to help 'make the world a better place'.

<sup>2</sup> Why do charities receive so much

money? One reason is that there are more rich people than in the past. The world now has 691 billionaires, compared with 423 in 1996. Rich people in many different countries give millions of euros, riyls, yen and other currencies to charity.

<sup>3</sup> What can the world of charity learn from the world of business? Michael Porter, a management guru at the Harvard Business School, believes that

the rich need to think about how their charitable foundations spend money. In the USA, it is traditional for the rich to give money to hospitals, libraries and universities. These are very important, but some people think that this does not always help the very poor.

<sup>4</sup> People with a lot of money often have useful social connections. They usually know how to market ideas and how to interest the media in a subject. So, some people think that the rich can give more than money. They can also use their time, social connections and skills to help find solutions to some of the world's problems, such as poverty and the environment. ■

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### Speaking

**1** Think of some ways for the Bill and Melinda Gates Foundation to spend the \$31 billion.

*It can do research to help the environment.*

**2** Who should find solutions to world problems – billionaires or governments? Give reasons for your answers.

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Working English

When we say prices, we do not say the decimal point (.).

€13.95 *thirteen euros ninety-five cents*  
*thirteen euros ninety-five*  
*thirteen ninety-five*

Money can be in **notes** (a €50 note)  
 or **coins** (€1 coin).

We can pay for things: *with cash*

*by cheque*

*using a credit card*



Listening 2

Listen and complete the prices.

- 1 A new Orion laptop costs £1,290 .
- 2 The share price is \_\_\_\_\_ .
- 3 The Dior bag is \_\_\_\_\_ .
- 4 Those cars cost about \_\_\_\_\_ .
- 5 A seven-day rail pass is \_\_\_\_\_ .
- 6 We import the DVDs at \_\_\_\_\_ and sell them at \_\_\_\_\_ .
- 7 The book costs \_\_\_\_\_ .
- 8 The prices of our digital cameras start at \_\_\_\_\_ .

Speaking

**1** Work with a partner. Take turns to say these prices.

- 1 \$30.25 (cents) 2 £420.88 (pence) 3 ¥2,500 4 ¥730 5 €18.52 (cents)

**2** Write down five prices. Take turns to say your prices to your partner and write down the prices your partner says. Compare and check together and correct any mistakes.

Listening 3

**1** Listen to three people talking about the cost of living in their city. Write the names of the cities in the table below (a-c).

**2** Listen again and fill in the prices in the table.

City	a	b	c
Monthly rent for a one-bed apartment	¥550,000	4	7
Dinner for four at a top restaurant	1	€1,000	8
A newspaper	¥130	5	70 pence
A Big Mac hamburger	2	€2.94	9
A cinema ticket	3	6	£8
Bread	¥120	90 cents	10

Speaking

**1** How much do the items in the table cost in your country? (If your country is in the table, find out prices for a different country.)

**2** Is the cost of living high in your country? Which countries can you travel to where the cost of living isn't high?

Language check 1 **Countable and uncountable nouns**

**1** Match the words in list A with the words in list B.

- |  |   |
|--|---|
| <p>A</p> <p>1 coin</p> <p>2 fact</p> <p>3 minute</p> <p>4 document</p> <p>5 song</p> | <p>B</p> <p>a music</p> <p>b paper</p> <p>c information</p> <p>d time</p> <p>e cash</p> |
|--|---|

**2** Which list of words has things you can count (one ..., two ...)? Which list has things that you can't count?

Countable nouns have a singular and plural form.

He buys **a** book.      I'd like **an** apple.      Here's **the** ticket.  
 He buys **two** books.      I'd like **six** apples.      Here are **four** tickets.

Uncountable nouns have only one form.

Can I have **some** information?      I'd like **some** water.  
 I like **the** music I heard last night.

We use *some* instead of *a / an* before an uncountable noun. We use *the* when the listener knows the person or thing we refer to, or when there is only one person or thing.



For more information, see pages 159 and 160.

**Practice**

**1** Are the things in the box countable (c) or uncountable (u)?

hamburger    money    employee    email    bread    fruit  
 news    apartment    water    number    car    beef

**2** Complete the sentences with *a*, *an* or *some*.

- We want an employee to work on a new project.
- I have \_\_\_\_\_ news about the exchange rate.
- Can you send Gina \_\_\_\_\_ email with our prices?
- Do they have \_\_\_\_\_ problem with their computers?
- The bank wants \_\_\_\_\_ information about your account.

Language check 2 **some, any, how much, how many**

Study the examples and complete the rules below about questions and negatives using *some*, *any*, *much* or *many*.

- |   |  |
|---|--|
| a Does she have <b>any</b> news?          | e <b>How many</b> minutes is it until the presentation starts? |
| b Would you like <b>some</b> cash?        | f <b>How much</b> time do you have?                            |
| c Do we have <b>any</b> information?      | g They don't have <b>any</b> documents.                        |
| d Could I have <b>some</b> coins, please? |  |

- We use \_\_\_\_\_ in real questions with countables / uncountables.
- We use \_\_\_\_\_ for requests and offers.
- We use \_\_\_\_\_ with countables / uncountables in negative sentences.
- We use *how* \_\_\_\_\_ for countables and *how* \_\_\_\_\_ for uncountables.



For more information, see page 160.

**Practice**

**1** Look at the phone conversation between a customer and a sales assistant in a bureau de change. Complete the conversation using *some, any, much* or *many*.

Customer: Good morning, I'd like to change <sup>1</sup>\_\_\_\_\_ money. Do you have <sup>2</sup>\_\_\_\_\_ Australian dollars?  
 Sales assistant: Yes, sir. How <sup>3</sup>\_\_\_\_\_ dollars would you like?  
 Customer: 1,500. How <sup>4</sup>\_\_\_\_\_ is the commission?  
 Sales assistant: 1%. Do you need <sup>5</sup>\_\_\_\_\_ other currencies, sir?  
 Customer: Yes. Can I have <sup>6</sup>\_\_\_\_\_ Mexican pesos, please?  
 Sales assistant: How <sup>7</sup>\_\_\_\_\_ ?  
 Customer: 2,000, please.

**2** Practise the conversation with a partner.

**Speaking**

Practise the conversation again. Take turns to be the customer and the sales assistant. Student A turn to page 138, Student B turn to page 143.

**Vocabulary**

**Orders**

**1** When a company sells goods, they send an invoice to the customer with information about the order. Look at the invoice below and complete the information with the words in the box.

Account free ~~Customer~~ discount Total  
 Supplier Quantity

**INVOICE**

<sup>1</sup> <u>Customer</u> : Mr S Paxman Paxman and Sons 21 Wood Lane Milton Keynes MK 71N		<sup>2</sup> _____ : Wendon Electronics 78 West Business Park Cambridge CB2 71Z								
<sup>3</sup> _____ number: YH16703B										
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Product code</th> <th style="width: 45%;">Product description</th> <th style="width: 20%;">Price</th> <th style="width: 20%;">4 _____</th> </tr> </thead> <tbody> <tr> <td style="padding: 2px;">WN506</td> <td style="padding: 2px;">Colour printer</td> <td style="padding: 2px;">£70</td> <td style="padding: 2px;">11</td> </tr> </tbody> </table>	Product code	Product description	Price	4 _____	WN506	Colour printer	£70	11		
Product code	Product description	Price	4 _____							
WN506	Colour printer	£70	11							
Subtotal		£770.00								
10% <sup>5</sup> on orders over £500		£ 77.00								
Delivery is <sup>6</sup> on orders over £500		-----								
<sup>7</sup> _____		£693.00								

**2** Look at the invoice again and answer the questions.

- 1 What is the product code?
- 2 What is the customer ordering?
- 3 How many does he want?
- 4 How much is the discount on the order?
- 5 Is it necessary to pay for delivery?
- 6 How much does the customer pay?

Career skills

Ordering goods

When you buy products, it is sometimes necessary to check price information. It is usually acceptable to check if there are any discounts. Look at these ways of placing and taking an order.

- a I'd like to place an order.
- b How much are they?
- c Can I have your account number?
- d How many would you like?
- e Is there a discount?
- f Can I have the product code?
- g We can offer a [12%] discount.

Listening 4 

*1, 2, 9*

**1** Listen to a telephone conversation between a supplier and a customer. What product are they discussing?

**2** Listen again and complete the order form.

Order form

**LEWIS & DAVIES**  
Electronic Supplies

Customer account number: 1 \_\_\_\_\_

Product name	Price (each)	Product code	Quantity	Discount
Electronic organiser	2 _____	3 _____	4 _____	5 _____

**3** Who says the phrases above, the customer or the supplier? Listen again and check.

Speaking

Work with a partner. Take turns to practise the conversation below between a supplier and a customer. If necessary, check the information your partner gives.

Supplier

Answer the phone and give the name of your company: Ace Supplies.

Ask for the company name and account number.

Ask for the product code.

Respond: Price: \$29.70. Ask how many?

Discount: 5% on orders over 20.

Customer

Say you want to place an order for some MP3 players.

Respond: Company name: Green and North. Account number: GN749A.

Respond: Product code: VGY 76T. Ask for price.

Say you want 25. Ask about discount.

Discount OK. Order 25.