



LECTURE TITLE

جامعة ساوة

كلية التربية

قسم اللغة الانكليزية

المرحلة الثانية

- المادة : المحادثة

UNIT FOUR

• Match each word (a–h) with a definition (1–8).

- | | |
|--|---|
| a a credit voucher <input checked="" type="checkbox"/> | e an extended warranty <input type="checkbox"/> |
| b a refund <input type="checkbox"/> | f faulty <input type="checkbox"/> |
| c to exchange <input type="checkbox"/> | g to haggle <input type="checkbox"/> |
| d a receipt <input type="checkbox"/> | h a bargain <input type="checkbox"/> |

1 **(n)** a piece of paper you receive that proves what you bought, when, and how much you paid

2 **(n)** a piece of paper from a shop that allows you to buy goods up to the value shown

3 **(n)** something on sale at a much lower price than normal

4 **(v)** to change something you bought for something else of similar value


5 **(v)** to negotiate the price of something before buying it

6 **(n)** money you receive when you return something

7 **(n)** a guarantee that lasts longer than the normal period

8 **(adj)** describing an item which is not working correctly

CONT


-  24 Listen to eight statements. For each statement, tick ✓ who you think is speaking.

	Customer	Shop assistant
a	<input type="checkbox"/>	<input type="checkbox"/>
b	<input type="checkbox"/>	<input type="checkbox"/>
c	<input type="checkbox"/>	<input type="checkbox"/>
d	<input type="checkbox"/>	<input type="checkbox"/>
e	<input type="checkbox"/>	<input type="checkbox"/>
f	<input type="checkbox"/>	<input type="checkbox"/>
g	<input type="checkbox"/>	<input type="checkbox"/>
h	<input type="checkbox"/>	<input type="checkbox"/>

LISTENING

A Listening – In a shop



1  25 Listen to Maribel, a Brazilian au pair working in London, return an item to a shop. Answer the questions.

- a What item is Maribel returning? A blouse
- b What is the problem with it?
- c What does Maribel ask for?
- d Why doesn't the assistant agree?
- e What does Maribel decide to do?

CONT

- 2  Listen again and circle five mistakes in this complaint form. The first one has been done for you.

Haywards Department Store

Complaint Form CS284

Item:	Ray Nichols <u>jeans</u>
Purchased:	Last month
Receipt:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Problem:	Item has shrunk (only washed twice).
Action taken:	Credit voucher given.

SPEAKING STRATEGIES

B Speaking – Returning items

Speaking strategy: Making a complaint in a shop

- 1 Look at this extract from Maribel's conversation in the shop.

Assistant: We can't accept responsibility.

Maribel: Well, I'm sorry, but that's not good enough.

- 2 Notice the expressions in bold you can use when you want to complain.

I'm sorry, but this camera doesn't work properly.

I'm afraid that this phone doesn't work properly.

Sorry, but this phone is broken and I've only had it two weeks.

SPEAK UP

Speak up!

3 Imagine you are a customer in a shop. Use the information below to complain to the shop assistant.

Example: a

You say: Hello. I bought this notebook computer yesterday, but I'm afraid that the display doesn't work.

- a You bought a notebook computer yesterday, but the display doesn't work.
- b The radio you bought last week has stopped working.
- c A friend gave you a vase for your birthday, but it is cracked.
- d The shoes you bought two months ago are already falling apart.
- e Your new tennis racquet broke the first time you used it.

ADVICE

Learning tip

Take care with the way you use your voice. For example, if you need to complain, try to sound friendly rather than aggressive. Don't raise your voice or appear out of control.

CULTURE


Did you know ...?


A recent survey of 30,000 customers in 30 countries revealed big differences in how likely customers are to complain.

Most likely to complain	Least likely to complain
Sweden 41%	Taiwan 1%
UK 36%	Saudi Arabia 3%
Australia 30%	China 4%
Canada 26%	Poland 5%
US 23%	Russia 6%

SOUND SMART


Sound smart Showing emotion

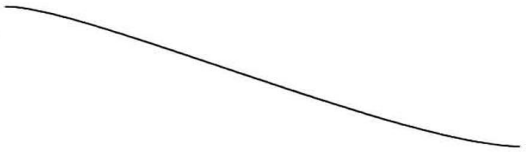
- 1  26 The *way* you say something can be as important as *what* you actually say. Listen to this sentence spoken in two different ways.

A: I  saw John today.

B: I  saw John today.

Notice how A's voice goes up and down more, showing excitement and interest. B's voice stays very flat, making him sound bored and uninterested.


- 2  27 Listen to six people each say *Good morning. How are you?* Match each speaker (1–6) with how you think they feel.

1		friendly
2		worried
3		angry
4		bored
5		interested
6		tired

- 3  27 Listen again and repeat each sentence, copying the same intonation.

LISTENING


C Listening – Understanding shop policy

 28 Barbara is the manager of an electrical shop. Listen to her explain the shop's policy on refunds and exchanges. Tick ✓ True or False for each statement.

- | | True | False |
|---|--------------------------|-------------------------------------|
| a Damaged and faulty items must be returned straight away. | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| b You can either have a refund or exchange the item. | <input type="checkbox"/> | <input type="checkbox"/> |
| c You must have a receipt. | <input type="checkbox"/> | <input type="checkbox"/> |
| d You have to pay a small administration charge for items that need to be repaired. | <input type="checkbox"/> | <input type="checkbox"/> |
| e Unwanted items can be refunded or exchanged if returned in under two weeks. | <input type="checkbox"/> | <input type="checkbox"/> |
| f If you return an unwanted item after two weeks of purchase, then no refund is possible. | <input type="checkbox"/> | <input type="checkbox"/> |

LISTENING

D Listening – Finding out more about a product


- 1  Listen to six questions this customer asks.
Count the number of words in each question.
A contraction (like *Where's*) is two words.


a b c d e f

- 2  Listen again and write each question.


a What size is the screen? ☐
b _____ ☐
c _____ ☐
d _____ ☐
e _____ ☐
f _____ ☐

LISTENING

- 3  29 Listen again and repeat each question using the same stress and rhythm. What product do you think the customer is asking about?
-

- 4  30 Now listen to the sales assistant's answers. Write the number of each answer (1–6) next to the correct question (a–f) in Exercise 2.

CONT

- 5  31 The customer sees two new mobile phones on sale. Listen to the sales assistant talk about them and complete the missing information.

S340

4G

Fast ^a _____ Internet _____

Download ^b _____ clips

^c _____ mega pixel camera

^d _____ video calling

410i

MP3 player + ^e _____

Stereo sound

Can store ^f _____ + songs

Full ^g _____ – like a pocket PC

^h _____ gigabyte hard drive

LISTENING

E Listening – Bargaining

1  32 Pierre is at a market in London, haggling with a stallholder. Listen and tick ✓ which sentences you hear the stallholder say.

- a That's £35 to you. ☒
It's £35 to you. ☐
- b Let's say 30 pound, then. How's that? ☐
Let's say 30 pound, then. What about that? ☐
- c It's a bargain, I promise. ☐
It's a bargain, I promise you. ☐
- d That is a cash price! ☐
That is the best price! ☐
- e It's a deal. ☐
It's not dear. ☐

LISTENING

2 Listen again and complete Pierre's sentences.

- a It's a bit more than I wanted to pay
- b Is that your
- c Can't you any better?
- d How much ?
- e Well, you £20 for it.

SPEAKING STRATEGIES

F Speaking – Negotiating the price

Speaking strategy: Reaching an agreement

- 1 Look at these expressions you can use to accept or reject a price.

To accept a price:

That's OK with me.

OK. That's fine.

It's a deal.

To reject a price:


No, I can't pay that.

Sorry, it's too much.

It's not worth that.

SPEAK UP

Speak up!

- 2  33 Imagine you are at a market. Listen and accept or reject each offer on price.

Example: a

You hear: You can have the desk for \$45.

You say: Sorry, it's too much. Can't you do any better?

LISTENING



