

Unit 9 Money

Grammar

have to / should / must; reported speech

Discuss

- 1 a Look at the pictures. Which do you think is worth the most?
- b How many different ways of paying for things do you use? Think of a fact and an opinion for each method. Compare ideas with those of a partner.



Read

- 2 Read this extract from a careers prospectus written by a local bank manager. Do you have any qualities that would make you a good bank manager?

Financial prospects

You don't have to have a university degree to become a bank manager, but it can help. When I left school, I started working in a bank as a clerk to earn money for my family. I worked hard and was eventually promoted, but because I didn't have a degree, I had to take professional examinations. Not going to university is one of my biggest regrets. I would love to study economics, accounting or computer science, and a degree in business management would really help my career now. But I think it takes more than just a university education to be a successful bank manager.

As a bank manager, you need good communication skills. You must be completely honest and trustworthy and be able to respect confidentiality. It is also important that you are able to demonstrate leadership qualities and to motivate staff to meet targets. You must be able to handle a lot of complex information, including monitoring accounts, loans and investments. Our bank also offers home and business insurance. I officially work 35-40 hours per week, but sometimes I work overtime to meet important clients.

Some people say that money is corrupting and causes greed, but I believe money management is a skill and a discipline.

Money is not an end in itself, but a means to higher values. If it is earned, invested and spent carefully, it will reward the individual, their family and society. This is where banks and bank managers can help!



3 Read the extract on page 68 again and find a word to match each definition.

- a a university qualification degree
- b time that you spend working in addition to your normal working hours overtime
- c a selfish desire greed

Listen

4 (9.1) You are going to hear a talk about the history of money.

As you listen, answer these questions.

- a What did people barter with in the past? (Barter = exchange things instead of using money. Examples: animals, things they made, etc.)
- b When and where were the first coins made?
- c When and where were the first bank notes made?

Words to remember

accounting, barter, confidentiality, economics, insurance, invest, investment, loan, management, transaction, r, corn, tobacco, dia in Turkey, ars ago, made in China 1200

Check your understanding

5 (9.1) Listen to the talk again. Are these statements True (T) or False (F)? Justify your answer.

- a In parts of Africa shells are still used as money.

False: In parts of Africa cowry shells were used as money until the middle of the 20th century.

- b The first coins were made of silver.

False: The first coins were made of electrum.

- c Before they used coins, the Greeks paid for things with long nails.

True: The use of coins spread from Turkey to Greece, which had previously used iron nails as currency.

- d The Chinese made paper money because they did not have enough gold.

False: The Chinese made paper money because they didn't have enough copper.

6 (9.1) Which facts in the Factfile are mentioned by the speaker?

When you have made your choice, listen again and check your answers.

The facts mentioned are:

The first coins... The first paper money...

The Aztecs... The first cheque... Fils and Dinars...

(expressing opinions: agreement / disagreement; exchanging ideas)

7 Discuss these questions in pairs.

- a If people in your town had no money, how could they get things they needed? Could they barter? What could they exchange?
- b What could you and your friends exchange?

Factfile

10 Money Dates	
9000 BCE	Cattle were the oldest form of money.
6000 BCE	The first banks were in Babylon in Mesopotamia.
1200 BCE	Cowry shells were first used as money in China.
640 BCE	The first coins were produced in Lydia.
550 BCE	The Persians used gold coins, but the Greeks used silver.
800 CE	The first paper money notes were made in China.
1520 CE	The Aztecs used gold dust and cocoa beans as money.
1660 CE	The first cheque was used in Britain.
1961 CE	Fils and Dinars were introduced in Kuwait.
1995 CE	Ninety per cent of all transactions in the USA were electronic.



Grammar

• **have to / should / must** Grammar reference pages 132-133

1 Match the modal verbs in sentences **a–c** with their meanings **1–3**.

- a Most people **have to** work to earn money. **1**.....
 - b You **shouldn't** waste your money. **3**.....
 - c You **must** be more careful with your money. **2**.....
- 1 This is necessary.
 - 2 I feel very strongly about this.
 - 3 This is my advice or suggestion.

2 Rewrite each sentence using one of the modal verbs from the list. Start with the words given.

must should have to mustn't shouldn't don't have to

- a It isn't a good idea to carry lots of money around with you. **You**..... shouldn't carry lots of money around with you.
- b It's wrong to take things from shops without paying. **You**..... mustn't take things from shops without paying.
- c It isn't necessary to pay for these drinks. They're complimentary. **You**..... don't have to pay for these drinks. They're complimentary.
- e It's a good idea to put your money in a bank. **You**..... should put your money in a bank.
- f It's necessary to use a personal login for the bank website. **You**..... must use a personal login for the bank website.

3 Work in pairs. A group of university students from Kuwait are going to work in another country for a year. Write a set of rules which will help them prepare for this new situation. Think about these things:

- › Money
- › Clothes
- › Public behaviour
- › Driving a car

4 Now work in small groups. Tell each other about any rules or laws in other countries that you have visited or know about. Use *must / mustn't; have to / don't have to; should / shouldn't*.

• **Reported speech** Grammar reference page 133-135

5 Complete the paragraph using the first paragraph of the article on page 68.

A local bank manager said that when he had left school, he started working

A local bank manager said that when he had left school he started working in a bank as a clerk, to earn money for his family. He worked hard and was eventually promoted, but because he didn't have a degree he had to take professional examinations. He said that one of his biggest regrets was not going to university. He would like to study economics, accounting or computer science, and a degree in business management would really help his career.

Vocabulary List and sell

1 Look carefully at this website for buying and selling goods.

a Describe three of the items for sale, following the information in the box.

e-Sell Kuwait's Online Auction

Sell your first item now! List:

- Item title
- Item description & history
- How you would like to be paid
- Shipping methods



b Work in pairs. Ask and answer questions about the objects.

Adjective + to + verb

2 Adjective + to + verb is a common pattern in English.

It's **hard to imagine** the world without money.

a Complete these beginnings.

- 1 It's hard to imagine
- 2 It's impossible to believe that
- 3 I find it difficult to understand
- 4 I'm lucky to have

b Compare answers with a partner, then think of one or two more ways of ending the same sentences.

Words to remember
 auction,
 complimentary, login,
 shipping, tax

Pronunciation

3 (9.2) Listen and repeat these sentences. Notice when the preposition *to* becomes reduced.

- | | |
|--------------------------|----------------------------|
| a It's hard to imagine. | c I'm going to tomorrow. |
| b You shouldn't have to. | d They couldn't afford to. |

4 (9.3) Now listen and repeat this sentence.

I only want to pay separately if you want to.

Quote "Getting money is not all a man's business: to cultivate kindness is a valuable part of life."
 Samuel Johnson

Speaking Reaching agreement

The situation

1 You and a group of friends have entered a competition together and you have won the first prize – a lot of money.

BUT you will only get this money if you can **all** agree how to invest it. You have the three choices below. Look at the choices and put them in your ideal order. (1 = your first choice)



Pay for the building of a new sanctuary for a bird that is nearly extinct in Kuwait.

Pay for the building of a new study centre at your school.

Buy a hotel in your town which is losing money. If you make it a success you could gross a profit for yourself.

Advantages and disadvantages

2 Make a list of the advantages of your first and second choices and the disadvantages of your third choice.

Choices	Advantages	Disadvantages
1 New school study centre	► Improve the school	
2 New bird sanctuary		
3 Hotel		► We could lose the money ► A lot of hard work

3 (9.4) Before you have your discussion, listen to three people discussing the same choices.

What is each speaker's first choice?

Exchange ideas

4 Work in groups.

- Discuss the three choices in turn. As each choice is discussed, describe the advantages of your first and second choices and the disadvantages of your third choice.
- If there is no agreement, try to persuade the others in the group that your first choice is the best.

Remember: **You must reach agreement or you will not get the money!**

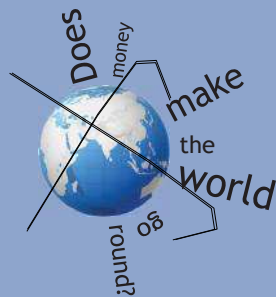
Writing An opinion composition

Read and analyse

1 Does money make the world go round?

- a In the composition, the writer gives his / her opinion. Do you agree? **Students' own answers**

In the modern world, money is very important to most people. Everyone needs money and everyone would like to be more affluent than they are.



For some people, their main reason for doing anything is to make money. However, there are other reasons.

⁵ Most people go to work because they need money to pay for food, clothes and a home. Some people start businesses to make more money for themselves and their families. These businesses pay their employees. If a business closes, the employees lose their jobs and cannot afford to buy anything. So in this sense, it is true to say that ¹⁰ 'Money makes the world go round'.

On the other hand, some people believe that money has become too important. They say that money spurs criminal behaviour and can lead to wars between countries. These people think that family and generosity are more important than money.

¹⁵ In my opinion, we need money to live, but life without friends would not be worth living. So, in answer to the question, 'Does money make the world go round?' I would say 'No.' Of course money is great, but I also believe that good friends and families are what really make the world go round.

- b Work in pairs. Do you and your partner agree with the writer? **Students' own answers**
Now match these descriptions with the correct paragraphs.

- ▶ Ideas which answer **Yes** to the question
- ▶ The main idea of the composition
- ▶ The writer's own opinions
- ▶ Ideas which answer **No** to the question

paragraphs 2-3 - ideas which answer **Yes**
paragraph 1 - the main idea
final paragraph - the writer's own opinions
paragraph 4 - ideas which answer **No**

Plan your composition

2 You are going to write your own four-paragraph composition.

- ▶ Do you agree that love of money is the root of all evil?
- ▶ Do you think that the best things in life are free?

Choose one of these subjects and plan your ideas with a partner.

Write and check

- 3** a Write your composition in about 150-170 words, using your plan and the ideas you have discussed.
- b Now check your composition, exchange it with another student, and discuss any opinions you and your partner disagree about.

USEFUL LANGUAGE

Stating one's purpose

I am going to write about ...

Expressing opinions

In my opinion, ...

I believe that ...

It seems to me that ...

Expressing an opposite opinion

On the other hand, many people think ...