

3B, Page 22, Exercises 3 and 5

I = Interviewer, A = Adam Pritchard

I: Adam, did you go to business school?

A: No, I left school when I was sixteen and I went travelling.

I: So when did you set up your first company?

A: When I was about twenty-four. I started a company to sell cars.

I: How did it go?

A: Oh, it was a disaster. I invested about 30,000 pounds but I didn't sell any cars – not one.

I: Oh dear! Why not?

A: I really didn't know much about cars.

I: Really?

A: Yeah, and I had no contacts in the car market.

I: So what did you do after that?

A: I went back to school and trained as a stockbroker.

I: That's a difficult job. Did you pass the exams?

A: Yes, but I couldn't find a job.

I: So what happened next?

A: I had an idea for another company. I set up a telephone counselling service and we gave advice to people over the phone.

I: Was that successful?

A: No. I lost 50,000 pounds in four months and I had to sell my home.

I: That's terrible.

A: Yeah, but those two failures taught me a lot, I think.

I: Where did you get the idea for Pomegreat?

A: A friend called me from Pakistan and said I had to come and try this fantastic juice. I got on a plane, tried the juice and loved it. I wanted to sell it in the UK.

I: Did it take you long to set up the company?

A: Yes, it did. I spent a year researching the fruit juice market. And I met and talked to a lot of people first.

I: And Pomegreat is a big success. What was your turnover last year?

A: 10 million pounds. We had some problems in the beginning, but yes, we're doing very well now.

3C, pages 24 and 25, Exercises 2, 3, 4 and 6

1

A = Man, B = Woman

A: Tired?

B: Yes, a bit, I went to a party last night.

A: That's nice. Did you have a good time?

B: Not really. I had to leave early.

A: That's a pity.

B: Yes, I had a bad headache.

A: You poor thing. Are you better now?

B: Yes, I'm fine, thanks.

2

A = Man, B = Woman

A: Where's Louisa today?

B: Didn't you hear? Someone drove into her car this morning.

A: Are you serious?

B: Yes, really.

A: That's terrible! Is she OK?

B: Yes. She wasn't hurt but her Honda's badly damaged.

A: Oh no! It's a new car.

B: I know. It's awful.

A: Poor Louisa.

B: Yes, but at least ...

3

A = Man, B = Woman

A: Did you go to the sales presentation?

B: No, I couldn't go.

A: That's a shame. It was very interesting.

B: Yeah, I wanted to go.

A: Too much work, huh?

B: No, I had to take my daughter to the hospital.

A: Oh, nothing serious I hope?

B: No, she just needed some tests ...

4

A = Woman, B = Man

A: So what happened yesterday?

B: The interview went very well.

A: Good!

B: In fact, they offered me the job.

A: Wow! That's terrific! Congratulations!

B: Thank you.

A: Fantastic!

B: Yes, I'm really excited about it.

A: Yes, I can imagine. So when do you start?

B: Next week. I can't wait.

5

A = Woman, B = Man

A: Did you do anything nice this weekend?

B: We went to Brighton.

A: That's nice. Brighton's a fantastic city.

B: But we couldn't find anywhere to park.

A: Really? Did you try the multi-storey?

B: Yes. All the car parks were full.

A: That's a nuisance.

B: We spent two hours looking. It was very frustrating.

A: I can imagine.

B: Then we found a spot in a back street.

A: Oh good.

B: So we went shopping and when we came back, we had a parking ticket!

A: Oh dear.

B: A fifty pound parking fine!