

6C, Page 51, Exercises 6 and 7

1

A = Salesman, B = Customer

A: Has this computer got a sixty-four-bit operating system?

B: Yes it has. I can see you know a lot about computers.

A: I know a little, yes. I'm a graphics designer.

B: Really? Then you'll understand how good the graphics are on this.

A: Yes, it's also got two gigabytes of video RAM.

B: You really know a lot about it. Would you like to buy it now?

A: Yes, OK.

B: I'll carry it for you.

A: Thanks.

B: No trouble at all. It's really nice talking to someone who's an expert on these things.

2

M = Marissa, T = Tom

M: Hello?

T: Hi, Marissa? It's Tom at Telebargains.

M: Oh, hi, Tom.

T: I'm calling about the television you asked about. Are you still interested?

M: Yes, perhaps.

T: I checked with our warehouse and they have one more in stock.

M: Really?

T: Yes, but only one – it's the last one.

M: Oh.

T: So we need to act fast because it's now or never. Do you want it?

M: Oh, I want it. What do I need to do?

3

A = Saleswoman, B = Customer

A: I see you like this mirror. It's my favourite, too.

B: Yes.

A: Beautiful, isn't it?

B: Yes, we're just not sure ...

A: Where are you going to hang it?

B: Well, perhaps in the sitting room.

A: Above the fireplace?

B: Yes, I think so.

A: Oh, it's going to look lovely above your fireplace.

B: That's true.

A: And it'll brighten up your room, too. What are your friends going to say when they see it?

4

A = Saleswoman, B = Customer 1, C = Customer 2

A: So do you want me to book it for you?

B: Yes, please.

C: Absolutely.

A: No problem.

C: A week in Hawaii. I can't wait.

B: And only five hundred pounds each – what a deal!

C: Yeah!

B: Palm trees, beaches, sunshine ...

C: It's going to be fabulous.

A: OK, now the total comes to just under seventeen hundred pounds.

B: Seventeen hundred?

A: Yes, it includes airport taxes, hotel transfers, and insurance.

C: Oh.

A: Seventeen hundred covers everything.

B: ... OK, then.

C: Do you need our credit card number?

5

A = Salesman, B = Customer

A: This telephone has a clock, a camera and the internet. What do you think?

B: It's interesting.

A: It's better looking, better built and more reliable than other models.

B: Yes, perhaps.

A: It comes with a spare battery, a charger and a twelve-month warranty.

B: OK. I'll take it.

6

OK, ladies and gentlemen, there are three towels here. Normally these towels cost twenty pounds each – that's sixty pounds for three towels. But I'm not going to charge you sixty pounds. And I'm not going to charge you fifty pounds. I'm not even going to charge you forty pounds. I'm feeling very generous today, so I'm only going to charge thirty pounds! Yes – thirty pounds. And hold onto your money, don't pay me yet, because I'm going to add an extra towel here. Yes, four towels – four towels for only thirty pounds!

6D, Page 53, Exercises 5 and 6

Good morning. It's nice to meet you all. I'm Andrew Gordon and today I'd like to show you a very simple but very clever product: Stabletable. Picture this scene. You're meeting some friends in a bar or restaurant. You see an empty table and sit down and it's immediately clear that you've got a problem. You're the unlucky group who are sitting at the wobbly table. Here's what you need: Stabletable. You can put this adjustable device under the legs of any wobbly item and make it exactly the right height to stop the wobbling. It's an ideal gift for anyone who likes going to bars and restaurants – simple, practical and fun.

Stabletable comes in a range of colours – blue, green, orange – so everyone can choose their favourite. It retails at under two pounds and you can order it from our hotline on 01908 277313. It's also available on our website at www.stabletable.co.uk. Remember, with Stabletable you'll never need to sit at a wobbly table again.

Now, does anyone have any questions?

7B, Page 56, Exercises 4 and 5

I = Interviewer, B = Employee 1, C = Employee 2

I: So, tell me how the system works at Best Buy. Can you set your own schedules?

B: Yes, we all have targets we have to reach – deadlines we must meet. But we don't have to go to the office if we don't need to.