

5 Making deals

Types of conditionals

1 Read sentences a–c below.

- If I **use** Amazon, I **buy** more books than I really want, and then I **don't have** the time to read them afterwards!
- If I **use** Amazon to find that book about marketing, it'll **arrive** within a week, and I **won't need** to go round all the bookshops looking for it.
- If I **used** Amazon to find that book about marketing, it'd **be** cheaper, but of course I **wouldn't be** able to look at it first.

Now answer these questions by writing *a*, *b* or *c*.

- Which sentence shows there is a high probability of one event happening?
- Which sentence shows I'm just imagining one event that is unlikely to happen?
- Which sentence is not about one specific event?
- In which sentence could *If ...* be replaced with *Whenever ...* or *Every time ...*?

2 Refer to sentences a–c in Exercise 1. Complete these statements by underlining the correct words in **bold**.

- Sentence a) is called the **zero / first / second** conditional and the time reference is **past / present / future / general**.
- Sentence b) is called the **zero / first / second** conditional and the time reference is **past / present / future / general**.
- Sentence c) is called the **zero / first / second** conditional and the time reference is **past / present / future / general**.

First conditional

3 Correct the mistakes in these sentences. Think carefully about the word *will*.

- If we will continue talking, I'm sure we find a compromise.
- If I will agree to that price, can you sign today?

4 Match an *if* clause 1–3 with a main clause a–c.

- If you bring down the price,
 - If they're asking for a discount,
 - If we've discussed all the details,
- can we finish the meeting?
 - we'll place an order.
 - tell them it's impossible.

5 Underline the correct words in **bold** to make a rule. Refer to Exercises 1–4 above to help you.

The first conditional refers to a **likely / unlikely** event in the future. In the *if* clause you use the **present simple / any present tense** (simple, continuous or perfect) and in the main clause you use *will* or other modals or the imperative.

6 Read the whole sentence then underline the phrase in **bold** that is best in the context.

- If I get lost, **I'll / I might** call you on my mobile – there's nothing else I can do.
- If you sign the contract today, **we'll be able to / we might be able to** deliver by the end of the month, but I can't promise anything because our factory is very busy at the moment.
- If you give us a 5% discount, **I'll be able to / I should be able to** place an order, but I just need to check with my boss first.

Modals in conditionals have their normal meanings. So:

- will* means 'the result is certain'.
- should* means 'the result is probable'.
- might/could* mean 'the result is possible'.

7 Compare these sentences with the similar ones in Exercises 3 and 4.

I'm sure we'll find a compromise if we continue talking.
We'll place an order if you bring down the price.

Now complete the rule:

When the *if* clause comes at the end, you leave out the _____ in writing.

if and *when*

8 In the sentences below you can use either *if* or *when*. Compare the two alternatives. If the meaning is the same, write *S*. If the meaning is different, write *D*.

- If / When** I use Amazon, I buy more books than I really want.
- If / When** I use Amazon to find that book about Marketing, it'll arrive within a week.

Now underline the correct answers in **bold**.

- In Sentence 1, the word *if* suggests **certainty / uncertainty** about using Amazon.
- In Sentence 2, the word *when* suggests **certainty / uncertainty** about using Amazon.

- In zero conditional sentences, *if* and *when* have the same meaning.
- In first conditional sentences, *if* and *when* do not have the same meaning. *If* shows uncertainty and *when* shows certainty.