

## 5 Selling more

### Question tags

1 Complete each question by filling the gap with a question tag. Always use contractions where possible, so write *don't* not *do not*.

- 1 This is the newest model, *isn't* it?
- 2 This isn't the newest model, \_\_\_\_\_ it?
- 3 You're from Latvia, \_\_\_\_\_ you?
- 4 You haven't got this available in blue, \_\_\_\_\_ you?
- 5 She works in the sales department, \_\_\_\_\_ she?
- 6 You give discounts on large orders, \_\_\_\_\_ you?
- 7 You don't have this available in a larger size, \_\_\_\_\_ you?
- 8 You gave us a discount last time, \_\_\_\_\_ you?
- 9 You were selling this for a much lower price in the summer, \_\_\_\_\_ you?
- 10 Have you got my travel plans for Scandinavia? I'm going to Copenhagen and Oslo after Stockholm, \_\_\_\_\_ I?
- 11 You'll be bringing out a new model next year, \_\_\_\_\_ you?
- 12 You won't be late, \_\_\_\_\_ you?
- 13 It shouldn't cost more than about €100, \_\_\_\_\_ it?
- 14 I'm not late, \_\_\_\_\_ I?
- 15 I'm late, \_\_\_\_\_ I? Sorry!
- 16 The meeting's been going on for an hour and a half. Let's have a break, \_\_\_\_\_ we?
- 17 Turn the lights off, \_\_\_\_\_ you?
- 18 Everybody got a copy of the agenda, didn't \_\_\_\_\_?
- 19 Somebody will be here on Saturday morning, won't \_\_\_\_\_?
- 20 I know there were some problems at the beginning, but everything was OK in the end, wasn't \_\_\_\_\_?

Now study the following boxes and make any necessary changes to Exercise 1.

#### Question tags: general rules

- a positive sentence has a negative tag, and vice-versa
- if there is an auxiliary verb (*be, have, do*) or modal in the statement, repeat the auxiliary or modal in the tag
- if there is no auxiliary or modal, use a form of *do*
- the tense of the tag agrees with the tense of the main verb
- Question tags are common in British English but are not used in American English. Americans say *right?* for all tags.
- NB It is possible for a positive statement to be followed by a positive tag. This is used to express interest during a conversation.  
*So you like working here, do you?*  
This use is not practised in this book.

#### Question tags: special cases

- the tag for *I am* is *aren't I?* However, the tag for *I'm not* is *am I?*
- the tag for *let's* is *shall we?*
- the tag for an imperative is *will you?* It is also possible to use *won't you?*
- after *everybody/everyone* and *somebody/someone* use *they* in the tag (this is to generalize and avoid saying 'he or she')
- after *everything* and *something* use *it* in the tag

2 The intonation of a tag is different according to the meaning. Study the information in the box then answer the questions below.

#### Tags with a rising intonation

If the intonation of the tag rises at the end, then the person is asking for information and it is a real question

A: *You're from Latvia, aren't you?* ↗

B: *Yes, that's right. I come from a little town outside Riga. Have you ever been to my country?*

#### Tags with a falling intonation

If the intonation of the tag falls at the end, then it is not a real question. Instead, the speaker either wants to check information, or to persuade.

Checking:

A: *You're from Latvia, aren't you?* ↘

B: *Yes, that's right.*

A: *I thought so. Have you met Ilona? She's from Latvia as well.*

Persuading:

A: *It's not just a question of price, is it?* ↘

B: *No.*

A: *I thought not. Quality and design are also important.*

Note that in these two cases speaker A continues after B has made a short reply. This is because A's first line is not a real question.

For each mini-conversation, write ↗ at the end of A's line if the intonation goes up, and write ↘ if it goes down.

- 1 A: You haven't seen this kind of quality at such a reasonable price, **have you?**  
B: No, I haven't.
- 2 A: You don't happen to know where the spare paper for the photocopier is, **do you?**  
B: No, sorry, I don't. Have you looked in that cupboard over there?
- 3 A: I'm sending this to your main office, not the factory, **aren't I?**  
B: Yes, that's right.

Look at the two answers where the intonation went down. Which one is checking? Which one is persuading?