

Internet research

Search for the keywords *GATT* and *WTO* to find out the history of world trade talks since the Second World War. Write down the main dates and historical milestones so that you can tell a partner.


Focus on frequent particles

5 Complete the sentences about free trade and development with the particles in the box.

against away (x2) behind down for off on (x3) round to (x2) up (x3) with (x4)

- 1 It is our policy to do _____ protective tariffs and other trade barriers.
- 2 How can they get _____ protectionist policies when the President is advocate of free trade?
- 3 We need to face _____ the fact that, in the short term, small economies do not always benefit from lowering their trade barriers.
- 4 Playing your opponents _____ each other is not the best way to try to negotiate long-standing agreements.
- 5 Less developed countries find it difficult to stand _____ their rights in trade negotiations with superpowers.
- 6 Once countries fall _____ their national debt repayments, their debt increases even more.
- 7 It is difficult to persuade less developed countries to give _____ the idea that protectionism is in their best interest.
- 8 The government needs to cut _____ its spending in order to decrease the national debt.
- 9 The two men didn't get _____ each other, mainly due to their opposing views on free trade.
- 10 Some former opponents of free trade have come _____ the idea once they have understood the benefits.


Listening

6  2:34 Listen to the sales and marketing team of a European biotech company discussing their strategy in the Asian market. As you listen, complete the notes summarizing the discussion with the phrasal verbs in the box in the correct form.

branch out break into call off come up with crack on eat into give up kick off soldier on weigh up

Summary of discussion

Dave suggested that the meeting should (1) _____ with a review of the new trading laws. Jin disagreed, saying that this would (2) _____ the time available. He proposed instead to immediately (3) _____ with formulating a strategy for growth in Asia. Sara expressed doubt as to whether the time was right to try to (4) _____ new markets, particularly to (5) _____ into completely new territory such as Asia. Jin reminded the group of the opportunities in Asia and the urgency of (6) _____ a strategy for faster growth. Dave was sceptical and questioned the wisdom of (7) _____ plans for Europe where they had established market share. He proposed they should (8) _____ carefully the possible advantages and disadvantages before going ahead. Jin denied that he had ever proposed (9) _____ the European campaign. He said that the company should (10) _____ with the slow business of growing European market share, whilst simultaneously developing their activities in Asia.

7  2:34 Match the phrasal verbs used in the meeting with more formal and neutral synonyms below. Some of the synonyms match with more than one phrasal verb. In such cases, note the differences in meaning they indicate.

- | | |
|----------------------------|---------------------------|
| 1 begin _____ | 6 continue (slowly) _____ |
| 2 enter _____ | 7 erode _____ |
| 3 abandon _____ | 8 consider _____ |
| 4 continue (briskly) _____ | 9 cancel _____ |
| 5 diversify _____ | 10 produce _____ |

Speaking

5 Work with a partner. Make ten quiz questions using the phrasal verbs from Exercises 5 and 6. Make sentences with these verbs and then blank out the verbs for your partner to complete.