

<i>900 exercises in vocational communication</i>	Notes for teachers	C3 / 34
<i>General aim</i>	C: Understand a message	
<i>Level of difficulty</i>	3	
<i>Intermediate aim</i>	3: Appropriate a message	
<i>Operational aim</i>	4: Quote your sources, in a message received orally or in writing (appreciate a message according to the credibility of the information it contains, the person giving it and the situation). Take a message (or piece of information) at face value at the time it is given. Estimate the accuracy of a message.	
<i>Pre-requirements</i>		
<i>Number of exercises</i>	8	
<i>Summing-up exercise</i>	C3/34-1.9	
<i>Comments</i>	Les situations presented in this module are half serious, half burlesque. They are intended to enable the learner to weigh up a message or a speech according to the person giving it, the circumstances, the overall credibility of the information.	



“They say that old Alphonse chases after young girls...”

Your neighbour told you.
He was talking to the chemist.

Do you think this information is serious?

Surely not. You think it's just gossip.

Why?

Because your neighbour didn't tell you exactly where the information came from.
He didn't say who told the chemist, or how the person found out...

We don't know the sources of the information.

We can therefore cast doubt on it.

“The baker's wife says that old Alphonse chases after young girls: she has seen him several times go up to young girls alone in the station café ...”

This might be more gossip...

But at least we know the source → the baker's wife

And the circumstances → she has seen old Alphonse go up to young girls alone in the station café.

But...

Who is the baker's wife? Can we believe what she says?

Is she a reliable person?

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Here are some characters:



Albert, a very deaf old man.



Amy, a little girl of 4.



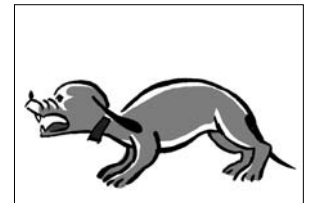
Victor, solid and resolute.



**Sophie, a mother who
looks after her household.**



**Arthur, bon vivant who has just finished
his fourth whisky of the evening.**



Fido, a growling dog.



**Adelaide, a wary old lady,
the sort who always looks under
her bed for thieves.**



**Richard, very agitated man
who spends his wondering
if he's forgotten anything.**



**Bertha, authoritarian.
rather aggressive. Impossible
to make her change her mind!**



**Vanessa, an ordinary
young woman**

*Vanessa, a young woman of 30, is alone with each of these characters.
At one moment, the character says:*

***“I heard a strange noise.
I have a feeling there's someone in the cellar.”***

THE EXERCISE CONTINUES ON THE NEXT PAGE

Which characters is Vanessa most likely to believe? In your opinion?

→

And least likely? Why?

→

*Which characters will Vanessa answer with which sentences?
(There can be several possibilities for some sentences.)*

Vanessa's answers	Character(s)
Yes, it's the ogre who is coming to eat my little darling! But he won't be able to, because we are going to eat him! So there!	
The way you speak, we must be burgled at least once a day!	
A thief in your house! He wouldn't dare!	
Are you worried about your wine collection?	
Probably a mouse... But we'd better go and see all the same.	
I hope you didn't forget to lock the door!	
Do you think so? Shall I go and see?	

Look at the suggested answers and for more explanations in C3 / 34-1.2

Which characters is Vanessa most likely to believe? In your opinion?

→ Victor and Sophie. Possibly Fido...

And least likely? Why?

→ Albert because he's very deaf
Amy, because children often imagine things
Arthur because he's had too much to drink

*Which characters will Vanessa answer with which sentences?
(There can be several possibilities for some sentences.)*

Vanessa's answers	Character(s)
Yes, it's the ogre who is coming to eat my little darling! But he won't be able to, because we are going to eat him! So there!	Amy
The way you speak, we must be burgled at least once a day!	Adelaide or Richard
A thief in your house! He wouldn't dare!	Victor or Bertha
Are you worried about your wine collection?	Arthur
Probably a mouse... But we'd better go and see all the same.	Albert, Amy, Sophie, Arthur. Fido, Adelaide or Richard
I hope you didn't forget to lock the door!	Richard
Do you think so? Shall I go and see?	Albert, Amy, Sophie, Arthur. Fido, Adelaide or Richard

Some more explanations ...

*In this series of exercises, we have to decide whether a given message or piece of information can be **credible**, that is, whether **we can believe it, take it seriously, attach any importance to it.***

*We can take a message or some information seriously **depending on the person who gives it and the situation.***

In this exercise, we saw several characters who said the same thing:

***“I heard a strange noise.
I have a feeling there’s someone in the cellar.”***

Some characters can be taken seriously, others less so, depending on who they are and the situation.

Of course, we can be wrong in thinking that some information is not to be taken seriously, whereas in fact it is.

For our different characters, let’s see who can – a priori of course – be taken seriously or not, and why...

1) We are not going to take the little girl seriously, because small children are never taken seriously. They often have remarkable intuitions, but they are also often in their own little world. And then, when we take them too seriously, they draw attention to themselves, and you can no longer believe them ...

2) Nor can we take seriously the people who are too set in their ways:

- the wary old lady.
- the anxious young woman.
- the authoritative lady who never changes her mind.
- the agitated gentleman who always forgets things.
- the very deaf old man.
- our friend who has drunk too much.

We never trust excessive behaviour patterns

3) So there’s just the solid, resolute man, the mother and the dog. They can be considered as reliable sources.

All three have one point in common: they do not play act.

However, the dog is not totally reliable: he could growl because of a rat, or a cat, but if he continues to growl, we will end up going to see what is wrong.



“Will you marry me?”

Now there’s an unexpected question!
It is addressed to a charming young lady.
But who asked her???

Here are 11 very different people who put the question to the young lady:

1. A very old gentleman soaking up the sun outside his retirement home: he sees the young woman go past him in the street.
2. A little boy of 4.
3. A priest in a queue.
4. A young comic, not bad looking.
5. An old beau, who takes her arm in the bus.
6. An ugly old man who does the same.
7. A young man who is practically perfect in every way, really quite perfect...
8. The CEO of a company at a drinks party for all the employees.
9. The same CEO, alone in his office with the young lady.
10. An old school friend that she met by chance and that she liked a lot.
11. A distant old uncle.

THE EXERCISE CONTINUES ON THE NEXT PAGE

What answers could the young lady give to all these men?

Try to work out who she could give these answers to
(each sentence can have several possibilities).

The young woman's answers	Character(s)
Not today (with a friendly smile).	
You must be crazy! Leave me alone!	
Don't be silly, please (putting her head delicately to one side)	
Are you serious?	
Now there's an idea! As it happens, I've nothing else to do this morning...	
Sorry?	
Whatever next!	
Of course I will, my lovely. Perhaps you'll have to grow a bit first...	
Yes.	
Sorry, I didn't hear... you're asking me if I'll what?	
I must admit, I've lost count of all your marriages and divorces...	

THE EXERCISE CONTINUES ON THE NEXT PAGE

We are going to suppose that the young woman to whom the question was asked:

- *is not attracted to older men*
- *does not mix jokes with more serious matters*
- *considers that jokes have their limits.*

Now, imagine that the young woman puts her suitors into 3 categories:

1. Those who might be worthwhile. Which ones do you think?

2. The imaginary hopefuls:

- more or less touching. Which ones do you think?

- more or less amusing. Which ones do you think?

3. Those who make surprising, unpleasant or out-of-place requests. Which ones do you think?

Look at the suggested answers for C3 / 34-1.3

What answers could the young lady give to all these men?

**Try to work out who she could give these answers to
(each sentence can have several possibilities).**

The young woman's answers	Character(s)
Not today (with a friendly smile).	1
You must be crazy! Leave me alone!	6
Don't be silly, please (putting her head delicately to one side)	3 – 8 – 9 - 11
Are you serious?	8 – 9 – 4 – 7 - 10
Now there's an idea! As it happens, I've nothing else to do this morning...	4
Sorry?	3
Whatever next!	11 - 5
Of course I will, my lovely. Perhaps you'll have to grow a bit first...	2
Yes.	10 - 7
Sorry, I didn't hear... you're asking me if I'll what?	3 – 7 - 9
I must admit, I've lost count of all your marriages and divorces...	8 - 5

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- *is not attracted to older men*
- *does not mix jokes with more serious matters*
- *considers that jokes have their limits.*

Now, imagine that the young woman puts her suitors into 3 categories:

1. Those who might be worthwhile. Which ones do you think?

- *Le jeune homme bien sous tous les rapports*
- *L'ancien copain de collègue*
- *Le PDG en privé*

2. The imaginary hopefuls:

- more or less touching. Which ones do you think?

- *The very old gentleman*
- *The little boy of 4*
- *The distant old uncle*

- more or less amusing. Which ones do you think?

- *The CEO during the office drinks party*
- *The young comic*
- *The old beau*

3. Those who make surprising, unpleasant or out-of-place requests. Which ones do you think?

- *The priest*
- *The ugly old bloke*

Someone says to you:

*“You should eat more vegetables, it
would do you good.”*

7 very different people have given you this piece of advice. They are:

1. A fat man, cigar in hand, propping up the bar in a pub.
2. A frail, sad-looking woman who eats nothing but vegetables.
3. A green-grocer.
4. The doctor looking at your test results.
5. The pork butcher in the market.
6. Your tennis partner who has just beaten you 3 sets to love!
7. Your boss, when you’ve just asked for a rise
because the price of meat has gone up yet again.

Among these 7 people who have advised you to eat more vegetables, some of them seem trustworthy. As for the others, you think that their advice is not really serious. And then there are those whose advice might be motivated by self-interest...

Put the advice into the following categories, according to who gave it:

- Trustworthy advice:

- Not very serious advice:

- Self-interested, or perhaps even dishonest advice:

Look at the suggested answers for C3 / 34-1.4

Among these 7 people who have advised you to eat more vegetables, some of them seem trustworthy. As for the others, you think that their advice is not really serious. And then there are those whose advice might be motivated by self-interest...

Put the advice into the following categories, according to who gave it:

- Trustworthy advice:

The doctor's
Your tennis partner's
The butcher's

The doctor is an authority, the friend saw that you were not terribly fit, the butcher is speaking against his own interests (his advice is at least disinterested).

- Not very serious advice:

The cigar-smoking bar-prop's
The sad, frail lady's

These two people may be right, but their eating habits do not make them very credible for different reasons.

- Self-interested, or perhaps even dishonest advice:

The green-grocer's
Your boss's

It is in the interest of these last two to see you choose vegetables instead of meat. Their advice should therefore be taken with precaution. It is not dishonest to be self-interested. But it is dishonest to pass off your own interests as disinterested advice.

One sentence can be pronounced in very different circumstances.

Here is a sentence which can take on different meanings depending on the people who say it, depending on the memories it evokes and depending on the mood of the moment:

“Do you remember me?”

Here is a list of feelings or emotions that might accompany this sentence:

Uncertainty - jealousy – worried surprise - discontent -
threat - hope – pleased surprise - conceit – envy.

Now here are some different people who have said this same sentence, and the circumstances that surround it. Write the feelings or emotions that you think might correspond to each person:

People who say “Do you remember me?”	Feelings or emotions expressed
1. A woman who comes back to her hairdresser’s the next day with a rash on her forehead.	
2. A young man who is very much in love with a girl he met the week before.	
3. A gangster who meets someone in a dark corner who had had him put in prison.	
4. A woman who goes up to another woman and wonders if it really is an old school friend.	
5. An old actor, surprised at still being asked for his autograph.	
6. A child to his two friends who are sharing out a large packet of sweets in secret.	
7. A young girl to her boyfriend and her best friend who are walking together in the moonlight.	
8. A man who meets his first primary school teacher.	
9 A great actress who thinks she has left an indelible mark on a theatre manager.	
10. A young man who has just been recognised by the security services of a supermarket.	

Look at the suggested answers for C3 / 34-1.5

THE EXERCISE CONTINUES ON THE NEXT PAGE

Write a complete sentence that could replace "Do you remember me?" in each of the uses below. The first sentence is done as an example.

People who say "Do you remember me?"
1. A woman who comes back to her hairdresser's the next day with a rash on her forehead.
Look at this! Do you see what I have on my forehead? It started yesterday after I was here for my hair dye...
2. A young man who is very much in love with a girl he met the week before.
3. A gangster who meets someone in a dark corner who had had him put in prison.
4. A woman who goes up to another woman and wonders if it really is an old school friend.
5. An old actor, surprised at still being asked for his autograph.
6. A child to his two friends who are sharing out a large packet of sweets in secret.
7. A young girl to her boyfriend and her best friend who are walking together in the moonlight.
8. A man who meets his first primary school teacher.
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People who say “Do you remember me?”	Feelings or emotions expressed
1. A woman who comes back to her hairdresser’s the next day with a rash on her forehead.	discontent
2. A young man who is very much in love with a girl he met the week before.	hope
3. A gangster who meets someone in a dark corner who had had him put in prison.	threat
4. A woman who goes up to another woman and wonders if it really is an old school friend.	uncertainty
5. An old actor, surprised at still being asked for his autograph.	pleased surprise
6. A child to his two friends who are sharing out a large packet of sweets in secret.	envy
7. A young girl to her boyfriend and her best friend who are walking together in the moonlight.	jealousy
8. A man who meets his first primary school teacher.	pleased surprise
9 A great actress who thinks she has left an indelible mark on a theatre manager.	conceit
10. A young man who has just been recognised by the security services of a supermarket.	worried surprise

Write a complete sentence that could replace "Do you remember me?" in each of the uses below. The first sentence is done as an example.

The following sentences are just suggestions. Many others can be just as suitable for the situation.

People who say "Do you remember me?"	
1. A woman who comes back to her hairdresser's the next day with a rash on her forehead.	<i>Look at this! Do you see what I have on my forehead? It started yesterday after I was here for my hair dye!</i>
2. A young man who is very much in love with a girl he met the week before.	<i>I was so hoping to see you again after we met last week!</i>
3. A gangster who meets someone in a dark corner who had had him put in prison.	<i>Now I've got you! Ten years in prison, all because of you!!</i>
4. A woman who goes up to another woman and wonders if it really is an old school friend.	<i>Hello... sorry to bother you like this, but you remind me a lot of an old school friend ... Are you by any chance Alison Jones?</i>
5. An old actor, surprised at still being asked for his autograph.	<i>Oh! I am so pleased to see that someone still remembers me after all these years. Of course I'll give you my autograph! Can you lend me your pen?</i>
6. A child to his two friends who are sharing out a large packet of sweets in secret.	<i>Hey what's this! I thought we were all friends! Don't forget my share!</i>
7. A young girl to her boyfriend and her best friend who are walking together in the moonlight.	<i>Well well well! Eric and Cecilia! Now what might you both be doing here hand in hand? I suppose I count for nothing in all this!</i>
8. A man who meets his first primary school teacher.	<i>Ah, I'm really touched and surprised that you still remember my face, Mrs Dayton, it seems so long ago that I was a pupil in your class!</i>
9. A great actress who thinks she has left an indelible mark on a theatre manager.	<i>Ah my dear! It was 20 years ago, I can still see myself on the stage being cheered by my fans! I am sure that you are still thinking of that great success today, aren't you?</i>
10. A young man who has just been recognised by the security services of a supermarket.	<i>All right, yes. I nicked a sweatshirt last year, but this time, empty hands, empty pockets! I've learnt my lesson. I've been pure as the driven snow ever since!</i>

“That’s it, it’s the end of the world!”

If this sentence is said by an astrophysicist,
(... if he’s a real scientist and has not made a mistake!)
it means that he thinks...

...that the Earth will soon disappear!

But we’ve been using this expression for a long time... and the Earth still goes round!

So, when we talk of “the end of the world,” we use this expression to speak of a very serious event, with important and probably unforeseeable consequences.

But we do **not really mean** “ the end of the world”.

For example:

A pupil sees his school report full of bad marks on the dining room table. He might say:

“That’s it, it’s the end of the world!”

It means that his parents are going to be angry.

For him, his parents’ anger is a very serious matter.

The consequences are unforeseeable, as he doesn’t know what’s going to happen to him!

But...

Sometimes we say this sentence in circumstances that are not really that terrible.

For example:

Paul arrived on time for once. Usually he is late.

So his friends say:

“Paul is on time today! It must be the end of the world!”

That means that it is an exception, that it does not happen every day, or perhaps it never happens.

GO TO THE NEXT PAGE

“That’s it, it’s the end of the world!”

You are going to try and guess what this sentence means if it is pronounced by the following people. To do this, you have to judge the severity of the situation. To the right of each sentence, note down the number:

1: for a really dramatic situation

2: for a serious situation grave

3: for an annoying situation, but nothing out of the ordinary

People saying: “That’s it, it’s the end of the world!”	Number
A football fan, whose TV breaks down at the beginning of the World Cup final.	
A child who has dropped a pile of plates while laying the table.	
A CEO who has just lost his biggest client.	
A man who is stuck in a traffic jam and has an important meeting on the other side of town.	
A single mother who hears that she has just been fired.	
An emotional motorist, whose car someone has just banged into.	
An old lady because her cellar has been flooded in a storm.	
An only child of 10 whose parents are getting divorced.	
A young girl who has just been dumped by her boyfriend.	
An old man living alone who discovers that his washing machine has overflowed, covering the hall and kitchen in soapsuds.	
A mother of 4 children whose husband has just died.	
A restaurant manager who has a power cut at peak time.	
A mother who has run out of nappies at 3 o’clock on Sunday afternoon.	

Look at the suggested answers for C3 / 34-1.6

THE EXERCISE CONTINUES ON THE NEXT PAGE

Write a full sentence that could replace “That’s it, it’s the end of the world!” in each of the situations below. The first one is given as an example.

People saying: “That’s it, it’s the end of the world!”	
A football fan, whose TV breaks down at the beginning of the World Cup final.	
A child who has dropped a pile of plates while laying the table.	
A CEO who has just lost his biggest client.	
A man who is stuck in a traffic jam and has an important meeting on the other side of town.	
A single mother who hears that she has just been fired.	
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An old man living alone who discovers that his washing machine has overflowed, covering the hall and kitchen in soapsuds.	
A mother of 4 children whose husband has just died.	
A restaurant manager who has a power cut at peak time.	
A mother who has run out of nappies at 6 o’clock on Sunday evening.	

Look at the suggested answers for C3 / 34-1.6

“That’s it, it’s the end of the world!”

You are going to try and guess what this sentence means if it is pronounced by the following people. To do this, you have to judge the severity of the situation. To the right of each sentence, note down the number:

1: for a really dramatic situation

2: for a serious situation grave

3: for an annoying situation, but nothing out of the ordinary

The appreciations as to the severity of the facts can be quite different from these answers, which are only given as suggestions.

People saying: “That’s it, it’s the end of the world!”	Number
A football fan, whose TV breaks down at the beginning of the World Cup final.	3
A child who has dropped a pile of plates while laying the table.	2
A CEO who has just lost his biggest client.	1
A man who is stuck in a traffic jam and has an important meeting on the other side of town.	2
A single mother who hears that she has just been fired.	1
An emotional motorist, whose car someone has just banged into.	3
An old lady because her cellar has been flooded in a storm.	3
An only child of 10 whose parents are getting divorced.	1
A young girl who has just been dumped by her boyfriend.	2
An old man living alone who discovers that his washing machine has overflowed, covering the hall and kitchen in soapsuds.	3
A mother of 4 children whose husband has just died.	1
A restaurant manager who has a power cut at peak time.	3
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Write a full sentence that could replace “That’s it, it’s the end of the world!” in each of the situations below. The first one is given as an example.

People saying: “That’s it, it’s the end of the world!”
A football fan, whose TV breaks down at the beginning of the World Cup final.
<i>Good grief! You’re not telling me I’m going to miss the cup final!</i>
A child who has dropped a pile of plates while laying the table.
<i>Oh help! I’m in for it now!</i>
A CEO who has just lost his biggest client.
<i>Well, we’re in for bankruptcy within the year!</i>
A man who is stuck in a traffic jam and has an important meeting on the other side of town.
<i>Oh heck! I’ll never get there on time!</i>
A single mother who hears that she has just been fired.
<i>This is a nightmare! How am I going to manage with the children!</i>
An emotional motorist, whose car someone has just banged into.
<i>Just my luck! Accident forms, insurance, no car, repairs and all the rest to boot!</i>
An old lady because her cellar has been flooded in a storm.
<i>Gracious heavens! How ever am I going to mop up all this water!</i>
An only child of 10 whose parents are getting divorced.
<i>What am I going to do! What’s to become of me in all this?</i>
A young girl who has just been dumped by her boyfriend.
<i>I’ll never get over it!</i>
An old man living alone who discovers that his washing machine has overflowed, covering the hall and kitchen in soapsuds.
<i>What a catastrophe! My parquet is ruined! A new machine, I suppose! And how am I going to clear all this up!</i>
A mother of 4 children whose husband has just died.
<i>How am I ever going to manage on my own with the children?</i>
A restaurant manager who has a power cut at peak time.
<i>That’s all I need! Just when the restaurant is full!</i>
A mother who has run out of nappies at 6 o’clock on Sunday evening.
<i>Where in the world am I going to find nappies at this time of day?</i>

Check your sources...

“Checking your sources” consists checking what the opinions, advice and information we are given are worth.

People are mostly honest; but sometimes they have an incomplete vision of things, or preconceived ideas. Their advice can then be bad, even though it seemed good at first.

To buy or not to buy?

The scene is a delicatessen. Nick, the boss, is having a discussion with his four employees: Pete, Tony, Luke and Kieran.

He is wondering whether they have enough stock or whether they have to buy in some more...

Here are the answers he obtains from his employees:

Pete: “We mustn’t buy any more goods, we have plenty! We’ve got more than we usually have. Christmas is still a long way off. We’ll have plenty of time to order when we have begun to sell stuff for the holidays.”

Tony: “I don’t agree! We haven’t got plenty! We need more wines, champagne, truffles and candied fruits.”

Luke: “I agree with Pete: there are plenty of goods in the storeroom: the shelves are full and soon we’ll have goods in the aisles as well ... where are we going to put it all if we order more?”

Kieran: “Well yes, why order more if the storeroom is full? No, I think we’ve got enough stock here now.”

THE EXERCISE CONTINUES ON THE NEXT PAGE

Nick is wondering what to decide... Three against one... Tony is in the minority. He decides to check his sources. He asks each one to explain his opinion.

First Nick turns to Pete: “you say we shouldn’t buy in any more. What makes you think that?”

Pete: “Quite simply that there is already more stock than usual. Two shelf-units are broken and we can’t store what we’ve got now. And I believe there’s not that much money... By the way, we’ll need a joiner to mend those shelves.”

Nick then asks Luke: “you say there’s too much in stock. What makes you think that?”

Luke: “Quite simple, I can’t even sweep the storeroom! A shop should be tidy and neat. And safe! If there’s dust everywhere and cartons in the aisles, it’s not a good sign...”

Nick now turns to Tony: “What makes you think we need more goods?”

Tony: “What makes me think that is that our main supplier is having production problems. I know because a friend of mine works there ... Every year, we sell a lot at Christmas, especially the more expensive products. If we wait any longer, the suppliers might deliver too late. So we’ll end up with loads of stock that we can’t sell! And that we can’t store either!!!”

Finally Nick turns to Kieran: “What makes you think we have enough stock?”

Kieran: “Well it’s obvious! What do you expect me to say! How come all these questions... after all this time we’ve been working together! You might have a bit more faith in me!”

THE EXERCISE CONTINUES ON THE NEXT PAGE

How valid are each of these opinions?

Write the names of the employees depending on the opinion:

For _____ the most important thing is to be able to sweep the storeroom.

_____ refuses to give his reasons. He thinks he should be trusted.

_____ bases his opinion on the past years' experience and on information about the supplier.

_____ refers to what they usually do and on the broken shelves. He says the company does not have much money.

Before making his decision, what can Nick do? Think again of what the employees said and put a cross next to the things you think would be advisable:

Nick will check the financial situation of the company with Pete to find out if they can buy goods now.

Nick will have the shelves repaired immediately so as to be able to buy as much stock as possible.

Nick will ask Luke to put away the stock they already have because it is unacceptable to see stuff everywhere.

Nick will check with Tony what is happening with the supplier.

Nick will thank his employees for their advice and put off making a decision till next year.

Look at the suggested answers for C3 / 34-1.7

How valid are each of these opinions?

Write the names of the employees depending on the opinion:

For **Luke** the most important thing is to be able to sweep the storeroom.

Kieran refuses to give his reasons. He thinks he should be trusted.

Tony bases his opinion on the past years' experience and on information about the supplier.

Pete refers to what they usually do and on the broken shelves. He says the company does not have much money.

Before making his decision, what can Nick do? Think again of what the employees said and put a cross next to the things you think would be advisable:

Nick will check the financial situation of the company with Pete to find out if they can buy goods now.

Nick will have the shelves repaired immediately so as to be able to buy as much stock as possible.

Nick will ask Luke to put away the stock they already have because it is unacceptable to see stuff everywhere.

Nick will check with Tony what is happening with the supplier.

Nick will thank his employees for their advice and put off making a decision till next year.

Check your sources...

“**Checking your sources**” consists checking what the opinions, advice and information we are given are worth.

People are mostly honest; but sometimes they have an incomplete vision of things, or preconceived ideas. Their advice can then be bad, even though it seemed good at first.

What’s the food like at your house?

A travelling salesman is doing some visits in a touristy town, at the height of the season. There is not a single hotel room free anywhere. The porter of one of the hotels advises him to go to the neighbouring village and stay with the local people. The porter adds: “there are rooms to rent for the night in nearly all the houses. You will have a room, an evening meal and breakfast.”

The salesman has no choice: off he goes. On the village square, there are a few children playing. He sits on a bench next to them and starts up a conversation. What he is really interested in is the quality of the food. So he wants to find a house where the food is good!

He asks the children: “What’s the food like at your house?”

The children give him the following answers:

Hugo: “Oh it’s really good, sir!”

Lucy: “No, at my house, the food’s no good at all!”

Luca: “At my house they always cook stuff I don’t like!”

Josepha: “Well, the food at our house is really quite good...”

Mohamed: “In my house, we eat really well.”

THE EXERCISE CONTINUES ON THE NEXT PAGE

From what the children have told him, the salesman is tempted to go to Hugo's or Mohamed's house. However, he wants to be sure of making the right choice. So he asks the children another question:

“Really? What makes you say that?”

The children give him the following answers:

Hugo: “Well I like pasta and ravioli. And at home we eat that all the time. The cooking is done really quickly in our house. We open tins and put them in the microwave. And then when Dad comes home from work, he often brings us cakes! It's great!”

Lucy: “A my house it's horrible... We always only have meat and vegetables, or carrots and fish ... Gran makes the cakes. We never have brownies in packets. We hardly ever eat pasta. Or chips!»

Luca: “At my house it's my granny who cooks. She's always cooking, even ages before we start to eat. It's nearly always meat in loads of sauce with mushrooms. And I hate meat and mushrooms! And we hardly ever have nice stuff like pizzas. And she's always making soup!»

Josepha: “Yes, we eat well. We have the TV and the guy on his moped brings us pizzas. Or we help ourselves to stuff from the fridge, and we eat it with mayonnaise and ketch up.”

Mohamed: “We eat all sorts of things. My aunt makes really good tajine stews. She makes them all the time, it's never the same thing: there are raisins, meatballs and olives. She also does stuffed cabbage, candied vegetable casseroles, couscous with grilled mutton, and then cakes with honey and almonds, all that with mint tea.”

The children all gave answers based on their personal tastes. Our salesman likes his food and prefers varied food. What do you think he might choose? Why?

Look at the suggested answers for C3 / 34-1.8

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The children all gave answers based on their personal tastes. Our salesman likes his food and prefers varied food. What do you think he might choose? Why?

The salesman could choose to go to Lucy's house where the cooking is obviously home made and traditional but maybe not very varied and a bit too much like a diet for our traveller.

He could try going to stay with Luca but it might be a bit monotonous for him.

At Mohamed's, they eat “homemade” cooking which, in one sense, is varied, but in another sense not. It's oriental food all the time. Everything depends on the choice of the traveller...



The members of the Council of a small town are in a meeting.

An attractive little park has been done up in the centre.

Today's question is whether or not to hire a keeper...

Here is a list of the people present, followed by the deliberations:

Present:

Mr Jefferson, Mayor, retired from the Forestry Commission.

Mr Skinner, tax inspector and finance secretary.

Miss Fairly, social worker, volunteer aid worker, social affairs secretary.

Mrs Okikiolu, housewife and mother of three, secretary of the Association of Council Estate Residents, correspondent for SOS-Racism.

Mr Jarvis, unemployed gardener.

Colonel Sanders, president of the Association of ex-Servicemen.

Mr Larue, Foreman, President of the Bowls Club.

Mr Chatterton, manager of Little Selfridges, secretary for economic development.

THE EXERCISE CONTINUES ON THE NEXT PAGE

Now here are the deliberations.

*Bearing in mind the personality and role of each person, try to find who said what.
Several names could be possible for some of the remarks.*

Deliberations	Name(s)
Ladies and Gentlemen Members of the Council, thank you for coming today. As you know. We have just laid out a little park in the town centre. The question we must answer today is: should we hire a keeper to look after this park?	
Mr Mayor, if we, as parents, could be sure that our children could play safely in the park, we wouldn't have to let them play on the stairs!	
You suggest paying a keeper to watch the children so the parents don't have to. Don't forget that during the week, the children are at school. What would the keeper do then? It's a lot of money to pay out!	
The presence of a keeper is also necessary to prevent the park, its trees and its installations from being vandalised by the people on the streets who are bound to try and get in.	
If we have to pay out, it would be more useful to build a car park, for example near the shops...	
That's right, speak for yourself! The underprivileged, just like anybody else, are entitled to enjoy a bit of peace and quiet and greenery.	
The underprivileged, just like anybody else (as you say, Madam) have a duty to behave and not tag the war monument, which happened yet again last week. It's intolerable!	
Anyway, there's no need for a keeper, the children will be watched over by the community. The bowls players are right there...	
The bowls players, my good Sir, play bowls! They are not there to baby-sit.	
If the keeper doesn't have to "keep" during school hours, maybe he could also look after the park gardens...	
The last proposition will be given serious consideration. Thank you all for coming. I declare the meeting over.	

THE EXERCISE CONTINUES ON THE NEXT PAGE

1) Some of the members of the Town Council attach more importance to their own interests than those of the community. Write why it would be in their interest to be for or against the presence of a keeper.

Mr Chatterton, Manager of Little Selfridges, economic development secretary.
is AGAINST:

He says: "If we have to pay out, it would be more useful to build a car park, for example near the shops..."

What do you think his own interests are?

→

Mr Jarvis, unemployed gardener.

is FOR:

At the end of the debate, he says: "If the keeper doesn't have to "keep" during school hours, maybe he could also look after the park gardens..."

What do you think his own interests are?

→

2) Several people see the interests of the town or of the other inhabitants of the town, rather than themselves. Who do you think they are? What are the interests in mind?

→

Look at the suggested answers for C3 / 34-1.9

Now here are the deliberations.

*Bearing in mind the personality and role of each person, try to find who said what.
Several names could be possible for some of the remarks.*

Deliberations	Name(s)
Ladies and Gentlemen Members of the Council, thank you for coming today. As you know. We have just laid out a little park in the town centre. The question we must answer today is: should we hire a keeper to look after this park?	The Mayor (who opens the meeting)
Mr Mayor, if we, as parents, could be sure that our children could play safely in the park, we wouldn't have to let them play on the stairs!	The mother of three
You suggest paying a keeper to watch the children so the parents don't have to. Don't forget that during the week, the children are at school. What would the keeper do then? It's a lot of money to pay out!	The finance secretary
The presence of a keeper is also necessary to prevent the park, its trees and its installations from being vandalised by the people on the streets who are bound to try and get in.	- The colonel - The foreman
If we have to pay out, it would be more useful to build a car park, for example near the shops...	The store manager
That's right, speak for yourself! The underprivileged, just like anybody else, are entitled to enjoy a bit of peace and quiet and greenery.	- The mother (defending the council estate residents) - The social worker
The underprivileged, just like anybody else (as you say, Madam) have a duty to behave and not tag the war monument, which happened yet again last week. It's intolerable!	The Colonel and ex-serviceman
Anyway, there's no need for a keeper, the children will be watched over by the community. The bowls players are right there...	The financial secretary
The bowls players, my good Sir, play bowls! They are not there to baby-sit.	The President of the Bowls Club
If the keeper doesn't have to "keep" during school hours, maybe he could also look after the park gardens...	The unemployed gardener
The last proposition will be given serious consideration. Thank you all for coming. I declare the meeting over.	The Mayor, who closes the meeting

1) Some of the members of the Town Council attach more importance to their own interests than those of the community. Write why it would be in their interest to be for or against the presence of a keeper.

Mr Chatterton, Manager of Little Selfridges, economic development secretary.
is AGAINST:

He says: "If we have to pay out, it would be more useful to build a car park, for example near the shops..."

What do you think his own interests are?

→ **As manager of Little Selfridges, Mr Chatterton wants to attract the clients with a new car park which would make it easier for them to shop.**

Mr Jarvis, unemployed gardener.

is FOR:

At the end of the debate, he says: "If the keeper doesn't have to "keep" during school hours, maybe he could also look after the park gardens..."

What do you think his own interests are?

→ **Mr Jarvis is looking for a job as a gardener. If he suggests combining the job of park keeper with that of gardener, it is very probably in the hope that he will be hired.**

2) Several people see the interests of the town or of the other inhabitants of the town, rather than themselves. Who do you think they are? What are the interests in mind?

→ Mr Skinner, tax inspector and financial secretary. He is trying to save the town some money. He is looking out for the interests of the town (in principle) and is also probably trying to give himself a good image as steward of the town finances.

→ Miss Fairly, social worker, volunteer aid worker, social affairs secretary. She is defending the interests of the underprivileged as a social worker and aid worker for the homeless.

→ Mrs Okikiolu, housewife and mother, secretary of the Association of Council Estate Residents, correspondent for SOS-Racism. She is defending the interests of the underprivileged who live in the council flats.

→ Mr Larue, foreman, President of the Bowls Club. He is defending the interests of the bowls players so that they can play in peace with no disturbance from the activities in the park.