

WORKBOOK

Upstream

PROFICIENCY

Student's Book

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Getting the Message Across

➔ Language Focus

- 1 Consult a dictionary, if necessary, to check your understanding of these nouns (they all refer to communicating). Then put them into the sentences that follow.

• briefing • directive • negotiations • consultation
• consensus • statement • judgement • plea



- 1 Following a long, with her doctor, Lynn decided to have the operation.
- 2 The general of opinion was to cancel the excursion to the sea.
- 3 After days of, the Union and management agreed on an acceptable salary increase.
- 4 After the earthquake, the government made a for international aid.
- 5 The Prime Minister made a referring to the worrying rise in the rate of unemployment.
- 6 The Minister held a press explaining the reasons for his resignation.
- 7 The farmers received a from the government banning the use of chemical fertilisers.
- 8 He said he didn't want to make a on my decision.

- 2 Complete the following sentences using the words below.

• unacceptable • reticent • well-spoken • corrosive
• persistent • firm • misdirected • flowery

- 1 My parents approved of my fiancé as he was such a polite, ... young man.
- 2 The novel was rejected as its language was deemed to be too and pretentious.

- 3 Alison's marriage broke up as a result of her husband's complaints about her lack of housekeeping skills.
- 4 This sort of language is totally in the classroom; I do ask that you don't use it again.
- 5 The boy knew he was in trouble from the cool tone of his father's voice.
- 6 Brian's sense of humour is not appreciated by many people – many find it insulting.
- 7 Though normally, Laura vehemently voiced her objections to the building of the new motorway.
- 8 Cathy's impatience with Frank is; he's not the one causing the delay.

- 3 Rewrite the following sentences using the words in bold type. Use between 3 and 8 words. Do not change the meaning of the original sentence.

- 1 Maggie is in the habit of coming into the room without knocking first.
barge Maggie tends without knocking first.
- 2 Harry got his tutor's support when he applied for the scholarship.
backed Harry when he applied for the scholarship.
- 3 Smoking in restaurants is disapproved of in many countries today.
upon Smoking in restaurants in many countries today.
- 4 The film script was very different from the novel it was based on.
resemblance The film script the novel it was based on.
- 5 Trying to persuade someone to agree with you can be a formidable task.
bring Trying to can be a formidable task.
- 6 The marathon runners started the race at breakneck speed.
blistering The marathon runners start of the race.



4 Choose the best word to complete each sentence.

- 1 It was a dark, starless night and, without a compass, we were left around for directions.
A groping B grabbing C probing D prodding
- 2 Filing may be a procedure, but it is essential for the smooth running of the office.
A strenuous B tedious C weary D stuffy
- 3 The toll makes using the Panama Canal too costly for some vessels.
A commerce B profiteering C business D merchant
- 4 The Egyptian coast guard received a(n) signal from the ship at 11.34 last night.
A distress B anxiety C stress D disquiet
- 5 Most armies around the world use satellite technology to orders.
A emit B impart C release D relay
- 6 As a matter of, we have six security guards on the premises at all times.
A wisdom B prudence C foresight D acumen

5 Look at the following phrases. Who would say them to whom? In what situations?

- 1 "If you just take a seat here, I'll see if he's in for you."
This could be said by a personal assistant to someone who has come to see his boss.
- 2 "You're not wearing this dress, are you?"
- 3 "Here, these should cheer you up."
- 4 "Do you have a minute?"
- 5 "Call me, ok?"
- 6 "You sounded worried earlier."
- 7 "Don't forget the car keys."
- 8 "Shall we head back now?"

6 The following words and phrases take on special meanings when related to computers and the Internet, but their general meaning is different. Say what the general meaning is, then match it to its specialised meaning and use the notes to explain, as in the example. Consult a dictionary if you wish.

- | | |
|-------------------|--|
| 1 a flame | a area / takes you / another web page / if you click |
| 2 a recycling bin | b device / stores / retrieves / data |
| 3 a link | c message / aggressive |
| 4 a drive | d folder / stores / items / deleted |
| 5 to run | e store / work / retrieve / later |
| 6 to save | f move / file / another location |
| 7 to paste | g execute / program |

A flame is a small fire, but when it refers to the Internet it means a message which is aggressive.

- 7 a. What kind of first impression do you usually get from people? Complete the following phrases according to what you believe. You can add your own ideas.
 - 1 I perceive someone who frowns a lot as ~~discourteous~~ assertive/outspoken/gloomy/.....
 - 2 A big smile gives me the impression of someone who is unreliable/approachable/convivial/naive/.....
 - 3 Somebody standing with his arms folded is probably forthright/distant/pushy/apprehensive/.....
 - 4 People who wear a suit at work look dependable/respectable/conceited/ill at ease/.....
 - 5 Somebody who gestures a lot is likely to be edgy/animated/responsive/impulsive/.....
- b. Compare your answers with a partner.
- c. What impression do you get from the people in the photographs below and in what kind of situation might each one be? Talk about them using adjectives from a.



The person in picture A looks assertive because of the way he...

English in Use

8 Rewrite the following sentences using the words in bold type. Use between 3 and 8 words. Do not change the meaning of the original sentence.

- 1 In an emergency, Peter is someone you can always rely on.
down Peter in an emergency.
- 2 I couldn't care less which one of you does the shopping.
difference It which one of you does the shopping.
- 3 James thought his team might well win the cup.
chance James thought his team the cup.
- 4 Scientists think the two diseases may be linked.
connection Scientists think two diseases.
- 5 In spite of herself, Penny was shocked by little Johnny's behaviour.
help Penny little Johnny's behaviour.
- 6 You may visit the museum as many times as you like with this ticket.
restrictions There you can visit the museum with this ticket.
- 7 On public holidays this timetable may be altered.
subject This timetable on public holidays.
- 8 These plants can wilt in dry weather.
tendency These plants in dry weather.
- 9 She should have been given more money to pay for the repairs.
insufficient She to pay for the repairs.
- 10 After all you've done for me, it's only fair that I should take you out for a meal.
least After all you've done for me, ... out for a meal.

9 Rewrite the following sentences using a modal verb.

- 1 We didn't stand a chance of succeeding.
We couldn't have succeeded.
- 2 Why didn't you tell me you weren't feeling well?
.....
- 3 Don't bother phoning Liz, I've already done it.
.....

- 4 I'd better be leaving now or I'll be late.
.....
- 5 In all probability, they will arrive before we do.
.....
- 6 You'd be well advised to contact Mr Soames.
.....
- 7 Ann is sure to be regretting her decision by now.
.....
- 8 Surely she's not seriously suggesting we give up now.
.....

10 Complete the sentences using *needn't have*, *didn't need to*, *must have*, *can't have*, *should have* or *shouldn't have* and a suitable verb.

- 1 Lynn phoned the library to renew her books so in person.
- 2 You really to Mrs Jones so rudely. She's quite upset now.
- 3 You sandwiches with you as we're going to a restaurant for lunch.
- 4 That Jack you saw last night as he's away in America at the moment.
- 5 Mary better than to trust John; we all know how dishonest he is.
- 6 David extremely fast to have got here so early.
- 7 In the end the exam was easy, so I so hard revising for it!
- 8 I climbing boots as I already had some.

11 Select **one** word which is appropriate for all three gaps in each of the following sets of sentences.

- 1 • If you need advice on this subject, the best person to is Mr Gardener.
• I think we should the problem with caution, as there may be repercussions.
• As we New York harbour, we'll sail past the Statue of Liberty.



- 2 • The Department of Education have pledged to class sizes to 25 by next year.
- On his way home, Peter across the cornfield, ignoring the farmer's warnings.
- I am trying to sugar and milk out of my diet completely.
- 3 • I think it's to say you could have tried harder.
- Keith has done a amount of work for his project already.
- Sally obviously gets her complexion from her mother.
- 4 • Due to the new regulations, we are now facing problems of a completely different
- When the was finally given, the soldiers looked uneasily at each other.
- The repairs are going to cost something in the of £2000.
- 5 • We are hoping to a good deal of money with this scheme.
- The purpose of the campaign is to awareness of some very important issues.
- He speaks quietly simply because he does not wish to his voice.

12 Complete the following gaps with **one** suitable word.

- 1 Next month, when Helen comes of, she's planning to leave home.
- 2 Tina has been told that she can come with you as long as she promises to be on her behaviour.
- 3 With prices rising and wages frozen we'll all have to tighten our
- 4 I'm inviting you all to a restaurant for lunch and I won't no for an answer.
- 5 I've tried to make my colleagues see my point of view but I seem to be fighting a battle.
- 6 Okay, you can have it for 50 pounds; you certainly drive a bargain.
- 7 Remember that you must make for Tony, as he's been ill; he's doing his best.
- 8 I always think a really good argument clears the

- 13 Fill in the gaps using derivatives of the words in capitals.

Developments in the Internet Bridal Industry

Wedding site "The Knot" received a major vote of confidence – and a healthy 0) **injection** of cash – through a new marketing 1) with retail giant May Department Stores Co.

INJECT
PARTNER

Through the agreement, the New York-based site receives a \$5 million 2) from St. Louis-based May, which owns department store chains such as Filene's, Hecht's and Lord & Taylor.

INVEST

In 3) to the cash, The Knot also lands valuable offline ties, in the form of a co-operation that links the site to the May stores' wedding registries.

ADD

As a result of this 4), a multi-channel marketing effort will promote the retailer's wedding registry services to The Knot's 2.3 million registered members.

ALLY

"We anticipate great success of this affiliation, which will unite the number-one wedding Web site, the largest regional wedding publication, and one of the nation's leading wedding registries," said David Liu, co-founder and chief 5) officer of The Knot.

EXECUTE

For May, the affiliation with The Knot comes as it is reeling from sluggish consumer spending due in large part to 6) conditions. Last week, May reported a nearly 17 percent drop in year-to-year revenues for its fourth quarter.

ECONOMY

Company board members said they see May's work with The Knot as helping it to rebound.

"The strategic implications of this co-operation are very 7)", said May chairman Gene Kahn. "Demographics show that the \$70 billion bridal industry is ready for significant 8)"

POWER

GROW

"We are excited and energized about this," he added. "It is an 9) opportunity for May to team with the premier source for wedding-related information. The Knot has 10) brand recognition among today's engaged couples and is acclaimed for offering savvy, fresh ideas and great information for wedding planning."

PARALLEL

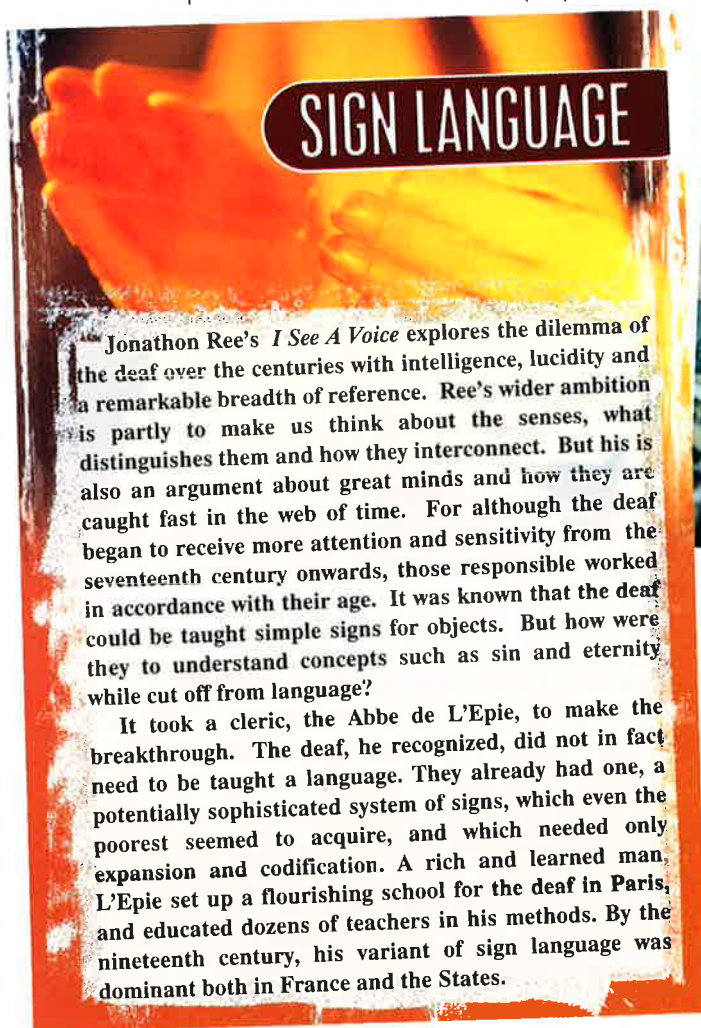
IMPRESS

- 14 a. Look at the titles of the four passages in Exs 15 and 17. In which passage do you expect to find each of the following phrases? In what context?

- common misconception • affiliate schemes
- fierce competition • accuse and blame • cut off
- a substitute for authentic intimacy
- body language • need to be taught a language

- b. Now read the passages quickly. Were your predictions correct?

- 15 Read the two first passages thoroughly and answer the questions that follow each one (1-4).

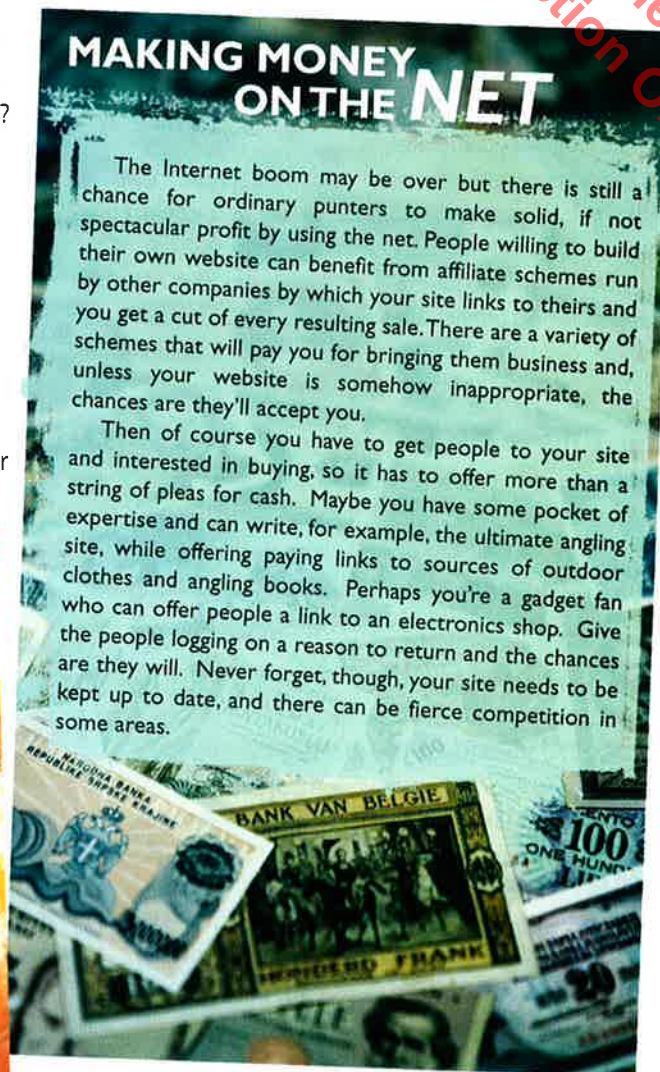


SIGN LANGUAGE

Jonathon Ree's *I See A Voice* explores the dilemma of the deaf over the centuries with intelligence, lucidity and a remarkable breadth of reference. Ree's wider ambition is partly to make us think about the senses, what distinguishes them and how they interconnect. But his is also an argument about great minds and how they are caught fast in the web of time. For although the deaf began to receive more attention and sensitivity from the seventeenth century onwards, those responsible worked in accordance with their age. It was known that the deaf could be taught simple signs for objects. But how were they to understand concepts such as sin and eternity while cut off from language?

It took a cleric, the Abbe de L'Epie, to make the breakthrough. The deaf, he recognized, did not in fact need to be taught a language. They already had one, a potentially sophisticated system of signs, which even the poorest seemed to acquire, and which needed only expansion and codification. A rich and learned man, L'Epie set up a flourishing school for the deaf in Paris, and educated dozens of teachers in his methods. By the nineteenth century, his variant of sign language was dominant both in France and the States.

- 1 The text's primary aim is to
 - A help people with hearing problems.
 - B give information about a publication.
 - C direct people who wish to learn sign language.
 - D detail the history of sign language.
- 2 It seems from the text that sign language
 - A was not initially considered a language.
 - B was extremely difficult to teach.
 - C interfered with learning other things.
 - D was invented by the Abbe L'Epie.



MAKING MONEY ON THE NET

The Internet boom may be over but there is still a chance for ordinary punters to make solid, if not spectacular profit by using the net. People willing to build their own website can benefit from affiliate schemes run by other companies by which your site links to theirs and you get a cut of every resulting sale. There are a variety of schemes that will pay you for bringing them business and, unless your website is somehow inappropriate, the chances are they'll accept you.

Then of course you have to get people to your site and interested in buying, so it has to offer more than a string of pleas for cash. Maybe you have some pocket of expertise and can write, for example, the ultimate angling site, while offering paying links to sources of outdoor clothes and angling books. Perhaps you're a gadget fan who can offer people a link to an electronics shop. Give the people logging on a reason to return and the chances are they will. Never forget, though, your site needs to be kept up to date, and there can be fierce competition in some areas.

- 3 In the writer's view, the Internet
 - A offers many lucrative opportunities.
 - B encourages the creation of unsuitable websites.
 - C is no longer an appropriate means of selling goods.
 - D can provide individuals with a substantial income.
- 4 The writer stresses that for a site to be successful
 - A it needs constant revision at the start.
 - B there must be a secondary appeal.
 - C it needs to avoid direct sales.
 - D it must be well-written.

- 16 Answer the following questions.

- 1 What does the writer of the first passage mean by the phrase '... great minds (getting) caught fast in the web of time'?
- 2 What, according to the second paragraph of the second passage, is an inappropriate way of trying to generate business from a website?