

МІНІСТЕРСТВО ОСВІТИ І НАУКИ УКРАЇНИ

НАЦІОНАЛЬНИЙ ТЕХНІЧНИЙ УНІВЕРСИТЕТ
«ХАРКІВСЬКИЙ ПОЛІТЕХНІЧНИЙ ІНСТИТУТ»

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ЛЕКСИКО-ГРАМАТИЧНИЙ ПРАКТИКУМ З
АНГЛІЙСЬКОЇ МОВИ ДЛЯ СТУДЕНТІВ 1-4 КУРСУ
СПЕЦІАЛЬНОСТЕЙ С1 «ЕКОНОМІКА» ТА С3 «МІЖНАРОДНІ
ЕКОНОМІЧНІ ВІДНОСИНИ»

Навчальний посібник
для бакалаврів спеціальностей
С1 «Економіка» та С3 «Міжнародні відносини» денної
та заочної форм навчання

LEXICAL AND GRAMMAR PRACTICE BOOK IN
ENGLISH FOR STUDENTS OF 1ST-4TH YEARS
OF SPECIALTIES C1 «ECONOMICS» AND C3 «INTERNATIONAL
ECONOMIC RELATIONS»

Practice book
It is designed for students of specialties
C1 «Economics» and C3 «International Relations» of full-time and part-
time forms of study for both classroom and independent work

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Навчальний посібник спрямований на формування і розвиток комунікативних навичок
у професійному середовищі майбутніх фахівців економічних спеціальностей, що відповідає
вимогам сучасної освіти.

Призначено для студентів спеціальностей С1 «Економіка» та С3 «Міжнародні
відносини» денної та заочної форм навчання як для аудиторної, так і для самостійної роботи.

The practice book is aimed at the formation and development of communication skills in the
professional environment of future specialists in economics, which meets the requirements of
modern education.

It is designed for students of specialties C1 «Economics» and C3 «International Relations»
of full-time and part-time forms of study for both classroom and independent work.

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Вступ

Сьогодні однією з важливих тенденцій сучасної вищої освіти є зростання ефективності й інтенсифікація навчального процесу. Відповідно постає проблема відбору й використання таких освітніх методів, технологій, дидактичних форм, навчального забезпечення, які сприяють підвищенню якості, продуктивності й результативності процесів навчання при швидких темпах розвитку сучасного інформаційно-освітнього середовища, всіх галузей знань, наукових і виробничих технологій.

При розробленні навчального посібника з англійської мови для самостійної роботи студентів, окрім відповідності положенням навчальної програми, було враховано такі принципи як актуальність, пізнавальність, доцільність, інформативність, новизна навчального забезпечення, а також узгодженість із програмною тематикою (при підборі текстів для опрацювання), систематичність та частотність вживання (при підборі граматичного матеріалу для вивчення). До того ж, необхідно зважати на сучасну, цікаву, динамічну форму викладення матеріалу, що також сприяє підвищенню мотивації, підтриманню інтересу й бажання вивчати англійську мову саме за даним, відповідним чином розробленим навчальним посібником.

Зважаючи на великий обсяг різноманітного тематичного і граматичного матеріалу, що має засвоїти студент при навчанні англійської мови, особлива увага приділяється створенню додаткового навчально-методичного забезпечення, спрямованого на самостійне вивчення англійської мови студентами. Актуальність створення такого навчального посібника полягає у можливості продовжувати опановувати мову поза основним навчанням, одночасно отримуючи додаткові відомості й цікаву інформацію про ті чи інші явища, процеси, знайомлячись з особливостями вживання певних граматичних конструкцій у відповідному контексті.

PART I
UNIT 1 International trade
READING

A Discuss these questions

1. What do you know about international trade?
2. What is the purpose of an international trade?
3. What are the advantages of an international trade?
4. What are our country's major imports and exports?

B Read and translate

International Trade

International trade is one of the most important components of international relations, the indicators of which reflect the level of economic development of countries and the nature of relations between them. International trade is the process of buying and selling, which is carried out between buyers, sellers and intermediaries in different countries of the world; it includes exports and imports of goods, the relationship between which is called the trade balance. Foreign trade is an important factor in increasing the efficiency of social production. Based on the international division of labor, it makes it possible to use capital investments more rationally, to implement the achievements of the National Development Program at lower costs, and to more fully satisfy the population's demand for consumer goods.

The system of indicators of international trade consists of the following elements: total import (export), direct transit, indirect transit, special import, re-export, net export, net import. **Total import** is determined by the sum of the volume of goods imported into the country during the reporting period, and **total export** is determined by the sum of the volume of goods exported from the country during the reporting period. If these goods are then exported to another country, they are called transit, and their trade is called transit. **Direct transit** is carried out by national transport without stopping in this country. It is not counted in the imports of this country and is called unpaid transit. **Indirect (paid) transit** is carried out through the customs warehouses of this country, and then exported abroad without any processing. These goods are not intended for sale on the domestic market. **Special import** is calculated by subtracting from the total

import of indirect transit. It is determined, as a rule, at the time of shipment of goods from customs warehouses for sale on the domestic market. Due to the fact that goods entering the domestic market are not always sold or processed, but are exported, they are called nationalized goods in international trade statistics. These goods are included in **special exports**, but in fact they are indirect imports. Total exports are divided into exports of national goods and re-exports. **Re-exports** are the sum of nationalized and other imported goods, which were then sold abroad during the reporting period. This is **indirect import**, that is, the resale of goods that are imported to another country. Therefore, re-export is equal to indirect import when it includes nationalized goods. We have **net exports** when the difference between exports and imports in natural terms has a positive value. **Net import** is the positive difference between imports and exports in natural terms. Net exports and imports, which are measured in terms of value, are called the foreign trade balance. If exports exceed imports, then the balance is positive and such a balance is called active, and if imports exceed exports, then the balance is negative and the balance is passive. The equality of exports and imports leads to a zero balance, which in such cases is called a net or net balance. In international trade and economic policy, two interrelated trends have persisted for many years: the liberalization of international trade and the destruction of trade barriers; simultaneous strengthening of protectionism and restriction of penetration of "foreign" capital and goods into "own" country. These two trends in the trade policy of industrialized countries have specific manifestations: a decrease in the share of customs duties as traditional measures to protect the internal market; establishment of protective barriers against the export of finished products from developing countries; agrarian protectionism; expansion of means of protection of the domestic market against external competitors by refusing to apply previously adopted rules and procedures. Real integration processes require the weakening of protectionism, but crisis phenomena force the participant to deviate from the general course. International trade has a high degree of dependence on the dynamics of global GDP indicators. Moreover, general economic growth has a positive effect on world trade indicators and vice versa.

Currently, the prevailing tendency is the liberalization of international trade of industrialized countries. But this does not exclude the practice of "selective

protectionism", when countries firmly protect certain industries from the threat of their transfer under the control of a foreign competitor, or do not allow the goods of their competitors to enter the country.

C Which of these statements are true?

Correct the false ones.

1. Re-export is equal to indirect import when it includes nationalized goods.
2. Total import is determined by the sum of the volume of goods exported from the country during the reporting period.
3. Foreign trade is not an important factor in increasing the efficiency of social production.
4. Real integration processes require the weakening of protectionism.
5. The equality of exports and imports leads to a zero balance, which in such cases is called a net or net balance.

D Match the first halves of the sentences to the second halves

1. **Total import** when the difference between exports and imports in natural terms has a positive value
2. **total export** are the sum of nationalized and other imported goods, which were then sold abroad during the reporting period.
3. **Special import** is determined by the sum of the volume of goods imported into the country during the reporting period
4. **Re-exports** is determined by the sum of the volume of goods exported from the country during the reporting period
5. **net exports** is calculated by subtracting from the total import of indirect transit.

E Read and translate

Modern Trends in the Development of International Trade

Currently, in international trade, there is an increase in the specific weight of manufacturing industry products and a decrease in the share of raw materials. Almost 40% of the value of world exports is accounted for by technically complex and differentiated products - machines and transport equipment. International trade in

components, semi-finished products, and component products is growing, which indicates the influence of international production cooperation on the intensification of foreign trade relations. In international trade, there is a tendency to increase the specific weight of knowledge-intensive, technically complex products

At the same time, international trade is not only the movement of goods between countries, but also a system of certain economic relations. Therefore, it is important to highlight the participants in international trade relations. Today, TNCs are the main subjects of international trade. The tendency to increase the role of intra-company trade of TNCs in the system of international trade relations, especially intra-corporate supplies in international trade of high-tech products, technically complex products (in electrical engineering, transport engineering, chemical industry) has persisted. There are transfer prices. They are understood as internal conditionally calculated prices that are used in the intra-corporate trade of international monopolies. Transfer prices have an artificial nature, which distinguishes them from world market prices. They are not formed spontaneously (under the influence of supply and demand on the world market), but based on the decisions of companies aimed at ensuring maximum profit of TNCs on a global scale and minimal risk when conducting intra-company transactions. Therefore, transfer prices can deviate from the level of world prices both up and down - depending on the purpose of application in competitive conditions. The main purpose of using transfer prices in intra-company trade of TNCs is: maintaining a monopoly position in the market, conquering new sales markets and minimizing fees and customs duties; evasion of currency control, currency speculation, transfer of profit from a "weak" currency to a "strong" one; weakening of price controls, use of differences in inflation rates, influence on the financial condition of a foreign branch through profit transfer, etc. In general, TNCs control at least 2/3 of world trade. International trade in raw materials is characterized by a high degree of monopolization: most of them (especially trade in agricultural raw materials) is in the hands of approximately 50 large trading conglomerates of industrially developed countries. The value of state trade transactions is preserved. An important component of international trade is state trade, including and with the participation of industrially developed countries.

Significant changes occurred in the structure of international trade: the share of finished products increased and the specific weight of food and raw materials, except for fuel, decreased. The decrease in the share of raw materials in international trade is explained by the following reasons: the expansion of the production of synthetic materials based on the development of the chemical industry (synthetic rubber, plastics, etc.), significant using domestic raw materials and switching to resource-saving technologies. At the same time, the trade in mineral fuels - oil and natural gas - has increased sharply due to the development of the chemical industry and changes in the structure of the fuel and energy balance. The emergence of a powerful production apparatus of TNCs abroad, the establishment of stable cooperative relations between individual international links of technological chains has led to the fact that about 1/3 of all imports and up to 3/5 of trade in machines and equipment are intermediate products (component products). The intellectualization of world trade is taking place. The share of high-tech products, in particular electronic products, is increasing in the exports of industrially developed countries. The export and import of services (the so-called "invisible export") is becoming important in international trade. This includes all types of international and transit transport, foreign tourism, services of banking and insurance companies, payments for patents and licenses, royalties and rights, income from advertising, education, health care services, commercial brokerage, computer software, artistic works. Along with legal trade practices, criminal forms of trade (smuggling, trade in goods with counterfeit trademarks, etc.) are gaining strength (especially in many Southeast Asian countries).

F Answer the questions.

1. What is TNCs?
2. How can transfer prices deviate?
3. What is an important component of international trade?
4. How can you explain the decrease in the share of raw materials in international trade?
5. What does invisible export include?

LANGUAGE WORK

PRESENT TENSES

	Simple	Continuous	Perfect	Perfect Continuous																																																						
Present	<ul style="list-style-type: none"> - repeated / permanent/habitual actions; - universal truth; - stage directions; - future actions according to the timetable; - after if in “if”-clauses - after when, once, next time, before, after, till, until in time clauses 	<ul style="list-style-type: none"> - actions at/around the moment of speaking; - temporary situation; - planned actions in the nearest future (definite arrangements); - irritation; - changes & developments; - after if process in “if”-clauses. <p style="text-align: center;">NOT USED WITH STATE VERBS</p>	<ul style="list-style-type: none"> - to sum up the situation; - a finished action up to the moment in the present; - to connect a situation /event with the present. 	<ul style="list-style-type: none"> - an action in progress which has just finished or has a visible result in the present. <p style="text-align: center;">NOT USED WITH STATE VERBS</p>																																																						
Present	<p>Simple</p> <table style="margin-left: 100px;"> <tr> <td>I</td> <td></td> <td rowspan="2">V₁</td> </tr> <tr> <td>We</td> <td></td> </tr> <tr> <td>You</td> <td></td> <td></td> </tr> </table> <table style="margin-left: 100px;"> <tr> <td>He</td> <td></td> <td rowspan="3">V₁ + (e)s</td> </tr> <tr> <td>She</td> <td></td> </tr> <tr> <td>It</td> <td></td> </tr> </table>	I		V ₁	We		You			He		V ₁ + (e)s	She		It		<p>Continuous</p> <table style="margin-left: 100px;"> <tr> <td>I</td> <td></td> <td rowspan="2">am/ are + V₁ ing</td> </tr> <tr> <td>You</td> <td></td> </tr> </table> <table style="margin-left: 100px;"> <tr> <td>He</td> <td></td> <td rowspan="3">is + V₁ ing</td> </tr> <tr> <td>She</td> <td></td> </tr> <tr> <td>It</td> <td></td> </tr> </table>	I		am/ are + V ₁ ing	You		He		is + V ₁ ing	She		It		<p>Perfect</p> <table style="margin-left: 100px;"> <tr> <td>I</td> <td></td> <td rowspan="2">have +V₃ /V₁ed</td> </tr> <tr> <td>We</td> <td></td> </tr> <tr> <td>You</td> <td></td> <td></td> </tr> </table> <table style="margin-left: 100px;"> <tr> <td>He</td> <td></td> <td rowspan="3">has +V₃ /V₁ed</td> </tr> <tr> <td>She</td> <td></td> </tr> <tr> <td>It</td> <td></td> </tr> </table>	I		have +V ₃ /V ₁ ed	We		You			He		has +V ₃ /V ₁ ed	She		It		<p>Perfect Continuous</p> <table style="margin-left: 100px;"> <tr> <td>I</td> <td></td> <td rowspan="2">have +been + V₁ + ing</td> </tr> <tr> <td>You</td> <td></td> </tr> </table> <table style="margin-left: 100px;"> <tr> <td>He</td> <td></td> <td rowspan="3">has +been + V₁ + ing</td> </tr> <tr> <td>She</td> <td></td> </tr> <tr> <td>It</td> <td></td> </tr> </table>	I		have +been + V ₁ + ing	You		He		has +been + V ₁ + ing	She		It	
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A Put each word in brackets into an appropriate verb form.

1. She _____(want) to go to Italy this year. She is crazy about Rome.
2. Hush, Jane! You_____ (make noise)!
3. Look! Somebody_____ (swim) there.
4. The Ukrainians_____ (buy) more and more cars.
5. John_____ (sail) on his yacht for a month.
6. They _____(behave) well this week.
7. Henry often_____ (watch) sport programs at the weekend.
8. The train just_____ (leave).
9. Take umbrella! It_____ (rain).
10. They _____(tour) Paris since morning.
11. We_____ (not have breakfast) yet.
12. What John_____ (think) about it?

B Underline the correct verb form in the sentences below. Explain your choice.

1. I don't know where John *is coming from/comes from*, but he is not British.
2. She *is not liking/does not like* coffee.
3. I *am hoping/hope* you know what you *are doing/do*.
4. He has not started learning English yet, but he *is thinking/thinks* about.
5. She *learns/has been learning* English for two months.
6. The weather *is getting/has been getting* better now.
7. They *work/have been working* non-stop today.
8. Mary just *has cleaned/cleans* her room.
9. Peter *has been travelling/is travelling* since Monday.
10. She often *visits/has been visiting* her parents.
11. Jane *practices/has been practicing* since 10 o'clock.
12. The sandwich *tastes/has been tasting* good now.

C Some of the sentences below contain errors. Correct them.

1. I am thinking she is not right.
2. We are having an interesting class.
3. This suitcase is weighing a lot! I can't carry it.

4. He is filling that she is wrong.
5. This building looks that one.
6. Jane is always being noisy, she is just that type of child.
7. Look! The child is tasting the pepper!
8. Do you wait for me? Can we talk?
9. It's five o'clock. What happens at home now?
10. Every Saturday they are going out to have dinner.

WRITING

A Write an essay on one of the following topics

1. Ukrainian imports and exports.
2. UN Regulation of International Trade.

UNIT 2 International Labor Migration

READING

A Discuss these questions.

1. What do you think *migration* means?
2. Does migration do more harm than good?
3. What do you know about labor migration?

B Read the article and check your answers.

The Essence and Features of International Labor Migration

International division of labor, growth of people's well-being, development transport and communications in conditions of increasing liberalization abroad economic ties led to massive displacement of the population, in particular workforce.

Modern labor migration is one of the most complex subsystems international economic relations, because it affects interests not only the national economy, and, first of all, the interests of the people, the individual worker and his family members.

Labor force migration is resettlement of the working-age population from one country to another for a period of more than one year of economic and other reasons. Among other reasons, the following should be mentioned: political, social (especially family), religious or ethnic and the larger group reasons often called force majeure. The latter include, first of all, ecological, military, man-made and others. Refugees and forcibly displaced people are often added to migrants, although international statistics separate the latter, they are dealt with by the United Nations, in particular the High Commissioner for Refugees and Displaced Persons.

From a historical point of view, certain periods (waves) of mass labor can be distinguished migration Thus, it is believed that the first wave of international migration was formed as a result of the purposeful removal of slaves from Africa to the American continent The second wave in the 19th century was formed by those released as a result industrial revolution workers and bankrupt peasants of European countries, who were forced to seek a better fate on the American continent. After the Second World War, the third, most massive wave of migrants was formed, consisting of workers in mass professions, skilled workers and

representatives of the scientific and technical intelligentsia, athletes, workers in creative professions, etc.

Thus, world migration has a centuries-old history, and during relatively free mass migration has been taking place for the last two hundred years employees, most often by invitation and under contract.

As a result of migration of the population of such countries as the USA, Canada, Israel, Australia and others, make up the descendants of immigrants. There are many of them in European countries including Germany, France, Italy and others. A special role in migration processes are played by the population of China and other Southeast Asian countries. According to IOM, the Chinese diaspora in the world numbers more than 100 million people. In general, today more than 200 million people live outside the countries where they were born.

From an economic point of view, the main motive for international migration is discrepancy between demand and supply of labor in the domestic labor market. Economic growth in countries, increase in well-being has a significant impact population and demographic factor.

International migration is closely related to the movement of goods, capital, and information. The structural restructuring of national economies, NTP, the latest technologies are significantly changing the structure of the employed and the demand for labor, which in turn, it is reflected in the structure of migrants and the directions of their movement.

The processes of integration and regionalization affect the state in a certain way international labor migration, forming regional migration systems accordingly. Yes, today there are: North American, European, Middle Eastern, Asia-Pacific, South American and Eurasian migration systems. Each of them has certain differences and is open and develops migration relations with countries outside the grouping.

Thus, the modern global labor market functions in the form of international labor migration, where countries of origin of migration, countries the destination of migration and transit countries of migration are daily and close interact in the conditions of globalization.

C Which of these statements are true?

Correct the false ones.

1. World migration has a new history.
2. Labor force migration is resettlement of the working-age population from one country to another for a period of more than one year.
3. As a result of migration of the population of such countries as the USA, Canada, Israel, Australia and others, make up the descendants of immigrants.
4. Today more than 700 million people live outside the countries where they were born.
5. The modern global labor market functions in the form of international labor migration.

D Answer the questions.

1. What is modern labor migration?
2. Who are often added to migrants?
3. When was the third wave of international migration formed?
4. How many people are in Chinese diaspora?
5. How does the modern global labor market function?

E Read and translate

State and International Regulation of Migration Relations

The growth in the scale of migration flows, arising at the same time problems and the impossibility of solving them unilaterally require coordination of countries' efforts on collective settlement migration relations and international cooperation in this area. Therefore migration policy, as a complex of legislative, organizational and economic measures, instruments, regulations and decisions, is carried out at the national, international and regional levels.

The peculiarity of the implementation of the migration policy in practice is determined two significant but opposite trends. On the one hand, the processes of liberalization and increasing openness are spreading in the modern world national economies, abolition of all kinds of barriers. As a result, migrants move more freely from country to country. Also, the human right to free movement is defended by the Universal Declaration of Human Rights (December 10, 1948, UN). On the other hand,

the real situation in each country forces the national government to apply all kinds of restrictions. Therefore, unlike world trade, international labor migration is largely regulated and sometimes prohibited. At the same time, the national emigration policy – the policy that regulates the departure of people from the country, is carried out on the basis of state legislation and in most countries is quite liberal, has a declarative nature and is mainly reduced to the observance of the following principles:

- observance of workers' rights to free movement and employment;
- assistance in alleviating unemployment due to the departure from the country of those workers whose professions are not in demand in the domestic market at the moment;
- restrictions on the departure of workers whose needs are currently not met on the domestic labor market;
- protection of its citizens while working abroad and guaranteeing the return of migrants to their homeland;
- provision of opportunities for migrants to send remittances and their effective use and others.

The immigration policy is stricter as it must protect the national labor market from the uncontrolled inflow of labor force, must ensure the rational use of the labor potential of the nation.

The legislation governing the entry of foreigners in most countries classifies all those entering into two groups:

1. foreigners entering a permanent place of residence;
2. foreigners who enter for a certain time, i.e. temporarily.

At the same time, almost all countries use the so-called selective politics, giving preference to world-class specialists, big entrepreneurs, investors, scientists, representatives of rare professions, etc.

In periods of acute need to encourage labor resources, the state pursues an open policy. On the contrary, when, the national labor market needs protection, the state sets a quota for the entry of migrants or uses other measures to reduce the influx of immigrants into the country.

To tighten restrictions on migrants, host countries can introduce various restrictions:

- require a potential immigrant to have an invitation to work, especially for categories of migrants that are in low demand;
- countries with a points system for accepting migrants (Australia, Canada, United Kingdom) may increase the number of points required to enter the country;
- reduce the entry quotas of the number of migrants;
- to encourage return migration to countries of origin;
- to artificially complicate the process of extending the period of stay in the territory of the country and the process of receiving family members for entry, etc.

Thus, labor importing countries, or recipient countries, or migration destination countries receive the following positive effects:

- growth in the number of labor force and domestic production, dynamism of economic development, increase in tax revenues;
- improvement of the quality of the workforce at the expense of ready-made specialists, their knowledge, experience and skills;
- increased competition among employees, which leads to promotion labor efficiency;
- filling socially unattractive jobs, especially in the service sector.

The gain of the labor exporting country or the donor country or the country of origin of migration is as follows:

- reduction of the level of unemployment and economic and social tension in the domestic labor market;
- inflow of remittances from migrants into the country;
- upon the return of migrants, improving the quality of the workforce for account of experience gained abroad, knowledge of new technologies, discoveries jobs, growth of revenues to the budget.

Negative consequences of migration for importing countries:

- additional burden on the state budget due to the payment of social transfers, expenses for the maintenance of public order, cross-cultural relations between people of different nationalities, religious views, etc.

- outflow of national currency in the form of export or transfer;

Negative consequences of migration for exporting countries:

- a decrease in the number of the workforce, and very often its quality, because they leave, as a rule, trained, active, different;

- loss of highly qualified specialists, the so-called "brain drain".

- increase in the country of residence of consumption and spending of earned income money transfer, which reduces the amount of money transfers;

- the growth of shady relationships, hiding real earnings with a purpose tax evasion.

In the sphere of international regulation of migration relations, a great role is played such specialized international organizations as:

1. The International Labor Organization (ILO) is a specialized structure of the UN

was founded in 1946. Its main task is the development of international policies and programs aimed at solving social and labor issues problems. Much attention is paid to regulation of movement, employment and social protection of workers. Today in its more than 170 countries, trade union organizations and associations are members employers

2. International Organization for Migration (IOM) - develops long-term programs aimed at regulating migration contributes to the solution national migration problems, deals with resettlement issues, employment and social protection.

3. The UN Population Commission has funds at its disposal of a special fund, which is partially used for subsidizing national programs on migration.

4. The body of permanent supervision of migration in the structure of the Organization of Economic Assistance and Development (CONEMI) - coordinates activities immigration authorities of 30 OECD member countries

5. International Committee on Migration (CIME) - promotes the protection of rights migrants to the countries of Western Europe

F Match words from the text above

Labor	Policy
Migration	Protection
World	Drain
Domestic	Revenues
Economic	Countries
Brain	Regulation
Social	Production
Host	Development
Tax	Trade
State	Market

LANGUAGE WORK

PAST TENSES

	Simple	Continuous	Perfect	Perfect Continuous																																							
Past	<ul style="list-style-type: none"> - single/repeated/ permanent action in the past; - single/repeated action at the given time in the past; - a chain of events in the past; - distant/very very old event. 	<ul style="list-style-type: none"> - a durable action (at the given moment) in the past; - longer background action; - setting of a story; - irritation in the past; - changing and developing situations in the past; - past temporary situation 	<ul style="list-style-type: none"> - result of an action in the past; - an action finished before a definite moment/an other action in the past. 	<ul style="list-style-type: none"> -an action in progress before a stated moment or another action in the past. 																																							
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A Put the verbs into the “Past Simple”, “Past Continuous” or “Past Perfect”.

1. We arrived five minutes late. The train _____(go).
2. I remembered I _____(not turn off) the computer.
3. While I _____(finish) my work, Jane _____(watch) TV.
4. He _____(practice) a lot before he became a professional player.
5. John _____(work) here then.
6. Barbara _____(wish) she had not done it.
7. They could not explain what they _____(mean).
8. Mary badly _____(need) something to eat.
9. The roads _____(be) slippery as it _____(rain) all night long.
10. She _____(get) the grant because she _____(prepare) well.

B Some of the sentences below contain errors. Correct them.

1. Did everyone you invited come?
2. Because Ann forgot to buy vegetables. They could not make a salad.
3. Peter had been tired because he had been working all day long.
4. It had been a kind of film they had never seen before.
5. Nobody did the home task because the teacher forgot to give it.
6. She was believing in Santa Claus.
7. They were looking like American Indians in appearance.
8. He had several companies specialising in computer business.
9. They were having a good time at the party.
10. She studied in England last year.

C Underline the correct verb form in the sentences below. Explain your choice.

1. The sofa *did not fit/was not fitting* into the corner.
2. The structure *consisted/were consisting* of several blocks.
3. They *knew/were knowing* what was going to happen next.
4. By the time he *got/had got* to the station, the train *left/had left*.
5. While she *was waiting/had been waiting* at the bus stop, the exam *started/had started*.
6. John *swam/was swimming/had been swimming* until he *got/had got* tired.

7. How long *did you learn/have you learned/have you been learning* English?
8. The weather *seemed/was seeming* to change for better.
9. The ice cream *tasted/was tasting* strange.
10. They *had/were having* breakfast already.
11. She *hated/was hating* to be late.
12. It *rained/was raining* when she got out.

WRITING

A Write an essay on one of the following topics

1. Cooperation of Ukraine with specialized international organizations
(The International Organization for Migration and the International Labour Organization).
2. The current state of Ukraine in the global labour market, directions and prospects further integration.

UNIT 3 Investments

READING

A Discuss good and bad investment practices.

B Read and translate

International Investment Position of the Country

The International Investment Position is a statistical report that reflects accumulated reserves of external financial assets and liabilities of the country on a certain point in time.

The international investment position is made on the basis of methodological IMF recommendations. External assets of the country include requirements for of non-residents, monetary gold and assets, and the country's external liabilities are debts to non-residents.

The international investment position has a direct relationship with the payment position balance. First, the principles and concepts used in drawing up an international investment position, comply with the principles drawing up the country's balance of payments (principles of the economic territory of the country, resident, etc.). Second, the balance of payments shows the change in assets residents abroad and liabilities to non-residents for a certain period time, and the international investment position - the level of assets abroad and obligations to non-residents. Thus, if, for example, at the beginning period level of direct foreign investment in the economy in accordance with international investment position amounted to USD 15 billion. USA, and at the end of the year -17 billion dollars. USA, then in the balance of payments the net balance on the account of direct foreign investments will be equal to 2 billion US dollars. International investment position and the balance of payments are correlated like the balance sheet of the enterprise and the profit and loss statement for the year.

The structure of indicators of the international investment position corresponds the structure of the financial account of the balance of payments. Classification of articles international investment position has several levels:

- assets and liabilities;
- functional purpose or type of investment;
- type of financial instrument;

- sector of the domestic economy;
- the initial maturity of the debt obligation.

Assets and liabilities are divided into direct investments and portfolio investments investments, derivative financial instruments, other investments and reserve assets (for assets only).

These financial instruments are classified by the following sectors of economy:

- the sector of monetary regulation bodies includes operations of the central bank, as well as any other operations usually attributed to management of the central bank, but which are conducted by other state institutions or commercial banks;
- the sector of public administration bodies includes all institutions and government bodies at the central, regional and local levels, located at territories of the country, as well as embassies;
- consulates, military institutions and other units of state administration, located abroad;
- the banking sector includes banks, as well as other non-bank credit and financial organizations engaged in providing financial services (with the exception of the central bank);
- other sectors include non-financial enterprises, insurance companies, financial intermediaries that are not banks, households that own and dispose of real and financial assets and obligations involved in foreign economic activity.

The classification of articles of the international investment position is presented in the form of a two-sided table. The main ones are shown by the rows of the table classification groups - assets and liabilities, are displayed in the columns factors causing changes in the amount of investment stocks during the reporting period.

A country's net international investment position is equal to the difference between external assets and liabilities. The net investment position determines dependence of the country's economy on the outside world and shows the relationship between the foreign assets that the country has at its disposal, and debt to other countries. The excess of liabilities over assets indicates that a country with such an international investment position is a "net debtor" to the outside world. The excess of external assets over liabilities to the outside world indicates a "net creditor".

Usually an international investment position to provide international comparability is calculated in US dollars

C Answer the questions

1. What is the International investment position?
2. What does the balance of payments show?
3. What does the structure of indicators of the international investment position correspond?
4. What is a country's net international investment position?
5. What usually is an international investment position calculated in?

D Read and translate

International Market of Credit and Investment Resources

International capital migration is carried out mainly through the accumulative: distributive mechanism of the international financial market. Due to its extensive infrastructure, temporarily free financial resources are transferred from those sectors of the international economy where they are relatively surplus to those sectors where they are needed. The international financial market emerged on the basis of integration processes of national financial markets, strengthening of connections and active expansion of contacts between them. The development of the process of integration of national financial markets gradually leads to their regionalization and globalization — taken as a whole, national markets develop into a global integrated system united by the unification of operations, common conditions of operation and laws of evolution. In modern conditions, this process takes place under the significant influence of the following factors: intensive introduction of electronic technologies, communication tools and informatization; expansion of the number of monetary: financial instruments and volumes of the offer of securities; liberalization of international transfers of loan capital even in developing countries; joint-stock form of privatization processes in countries with a transition economy, etc.

Operations on the international financial market can be grouped according to certain characteristics. In particular, money (foreign exchange) and stock market (capital market) are distinguished depending on the terms of realization of property rights (short and long). In the money market, individual and institutional entities with temporary cash

balances meet borrowers with temporary cash shortages. Its main function is to ensure international liquidity, that is, the ability to quickly attract a sufficient amount of financial funds in various forms on favorable terms at the supranational level. The main objects of this market are short-term loans (up to one year). The money market also provides resources for speculative transactions in securities and consumer goods. The capital market provides the necessary resources for long-term investment by firms, governments and households. Usually, the capital market is divided into a credit market, where the movement of capital between countries is carried out on the basis of urgency, reversibility and payment of interest, and a securities market, with the differentiation of the latter in relation to the dominance of one or another financial instrument (the market of shares, bonds, etc.). The main criterion for this division is the specificity of the implementation of certain financial instruments. As: that their free purchase: sale is impossible, then we are dealing with the credit market, while if they are freely bought and sold without prior discussion of the terms of these transactions, we are dealing with the securities market.

The modern international financial market has developed infrastructural support — appropriate information and transport networks, currency and banking system, institutions for training and certification of specialists, etc. Along with national financial institutions, international investment institutions (international investment funds, companies, industrial and financial TNCs) take an active part in international credit and investment activities. The infrastructure of international financing not only provides service for the movement of funds from the donor to the recipient, but also sets possible schemes for such movement. The global financial market is characterized by a certain geographical localization. We are talking about a number of international financial centers that accumulate and distribute large amounts of capital around the world. A number of prerequisites are necessary for the normal functioning of such an international financial center: a high level of economic development of the country where it is located; the presence of a developed national capital market and credit: banking system; relatively liberal tax and currency legislation; advantageous geographical position; relative political and social stability, etc.

The leading financial center of the modern world is New York, whose stock exchange ranks first in the world in terms of daily financial transactions. The main European financial center is London. Zurich and Frankfurt am Main specialize in long-term loans, and Luxembourg specializes in short- and medium-term credit operations. These "capitals" of international capital movement have a rich history and are rightly considered traditional financial centers. 90s of the XX century. were marked by the birth of new financial centers. Thus, the city of Tokyo entered the world financial "arena". Powerful stock exchanges actively work with large capitals in Singapore, Bahrain, Panama, as well as in the Bahamas and Cayman Islands.

From all this, it is clear that the international migration of capital in various forms of its practical implementation is an integral component of the modern extensive system of international economic relations. It contributes to the strengthening of foreign economic and political connections of the countries, the strengthening of their interdependence, and the growth of well-being as an our national economies, as well as the international economy as a whole.

E Answer the questions

1. On what basis did the international financial market emerge?
2. What are the main objects of financial market?
3. What is the main European financial center?
4. When did the new financial centers emerge?
5. What prerequisites are necessary for the normal functioning of an international financial center?

D Which of these statements are true?

Correct the false ones.

1. The development of the process of integration of national financial markets gradually leads to their regionalization and globalization.
2. Weak stock exchanges actively work with large capitals in Singapore, Bahrain, Panama, as well as in the Bahamas and Cayman Islands.
3. The leading financial center of the modern world is Paris.
4. The global financial market is characterized by a certain geographical localization.

5. Operations on the international financial market cannot be grouped according to certain characteristics.

LANGUAGE WORK

FUTURE TENSES

	Simple	Continuous	Perfect	Perfect Continuous
Future	<p>- single/repeated/ permanent action in the future;</p> <p>-future in “if”-clauses;</p> <p>-a chain of actions in the future.</p> <p>NOT USED AFTER if, unless, in case, providing/provided (that), supposing (that), on condition that, when, once, next time, before, after, till, until etc.</p>	<p>-an action at the given moment in the future;</p> <p>-very polite request;</p> <p>- temporary future situation as a result of previous arrangement.</p>	<p>-an action finished before a definite moment/ another action in the future (in promises).</p>	<p>an action in progress before a moment in the future.</p>
Future	<p>Simple</p> <p>I We You He She It</p>	<p>Continuous</p> <p>I will + be + V₁ + ing She</p> <p>It</p>	<p>Perfect</p> <p>I W Y H S It</p>	<p>Perfect Continuous</p> <p>I W Y H S It</p>

A Underline the correct verb form in the sentences below. Explain your choice.

1. He looks very tired. I don't think he'll/is going to manage to finish the work.
2. They'll get/are getting there in time if the road is not/won't be/is not going to be slippery.
3. Could you help me? – I 'll see/am going to see what I can do.
4. The weather will be/is going to be fine tomorrow.
5. You don't have to look for her. She'll call/be calling here all day long anyway.
6. The weather will change/ will have changed by Monday.
7. Next September he will work/will have worked/will have been working at university for ten years.
8. What will you do/will you be doing/are you going to do at six tomorrow?
9. Could she call him as soon as she will have/will have had/has the results?
10. Peter will soon translate/will soon have translated/will soon have been translating his tenth book.
11. She may say it, but it won't do/won't have done/isn't going to do any good.
12. Will you go/Will you be going/Are you going out tonight?

B Some of the sentences below contain errors. Correct them.

1. It's not clear what he will about to do.
2. If you won't mind, we'll go there.
3. She is going to make some sandwiches if you wait.
4. All right, fire off. I'll be thinking about you.
5. This time tomorrow she'll be remembering her success.
6. There's no use to call 'him at seven, he'll already leave.
7. If she won't have heard the news, she won't do anything.
8. By the end of the year he'll have been owning the company for three years.
9. He could borrow her car as she won't have been needing it.
10. She'll already do everything by the time you'll be ready to help.

C Put each word in brackets into an appropriate verb form.

1. The new theatre season _____ (start) in October.

2. He'll _____ (begin) a new stage of his project at this time tomorrow.
3. Don't call at his office, he _____ (leave) by that time.
4. They _____ (travel) across Europe this summer.
5. Don't worry about your car, nobody _____ (notice) it.
6. She has no idea when they _____ (finish) the work.
7. The top managers _____ (be) discuss the company plans tomorrow.
8. We _____ (translate) this article by April.
9. When you come I _____ (clean) our flat.
10. No one _____ (be surprised) if she _____ (fail) exams.
11. As soon as they _____ (realize) it, they _____ (start) doing something.
12. He _____ (move) in his new house by the end of year.

WRITING

A Write an essay on one of the following topics

1. The nature of the sectoral structure of direct foreign investments involved in the economy of Ukraine.
2. Companies of countries that invested the largest amounts of direct investments in the economy of Ukraine.

UNIT 4 Balance of Payments

READING

A Discuss these questions

1. What is the purpose of a balance of payments?
2. What do you understand by the market price?

B Read and translate

Balance of Payments

A state's balance of payments is a balance of economic transactions between residents of a given state and residents of other countries over a certain period of time, usually a quarter or a year. According to the National Bank of Ukraine, the balance of payments is defined as a statistical report in which total data on foreign economic transactions of residents of a given country with residents of other countries (non-residents) for a certain period are presented in a systematized form. A balance of payments transaction is a change in ownership of goods or financial assets, provision of services or capital. The balance of payments records all transactions between residents and non-residents related to the movement of goods, services, income, transfers, financial assets and liabilities. Since there is an inextricable connection between the internal economic development and the foreign economic activity of the country, timely, reliable and comprehensive statistics of the balance of payments, which are based on a clear, analytically oriented approach, are an indispensable tool in conducting economic analysis and forming economic policy. Also, in modern conditions, the formation of the world economy and the strengthening of the interdependence of countries increase the need for a single, unified approach to drawing up balances of payments. The function of development and distribution of international standards, which make it possible to prepare reliable data on the balance of payments in a timely manner, was taken over by the International Monetary Fund. At the request of the IMF Articles of Agreement, member countries are obliged to provide the IMF with balance of payments data necessary for the performance of its functions.

The principles of building the balance of payments are as follows:

1. Grouping by balance sheet items. Two large groups of foreign economic transactions of residents and non-residents of the country are the current account and the account of capital and financial transactions, which have internal articles.

2. The principle of change of state or flow. Flows in the international economy are foreign economic transactions and changes in the country's financial assets and liabilities. The balance of payments is a statistical report, the data of which represent changes in the state of material or financial assets of residents, unlike another statistical report called the international investment position. For example, the balance of payments will show the inflow of foreign direct investment into the country for a year, but the amount of accumulated foreign direct investment cannot be seen in the balance of payments. The amount of accumulated foreign direct investment is the level of external financial liability, and this indicator is contained in the international investment position. This statistical report contains data on the level of financial assets and liabilities of residents related to foreign residents.

3. System of double recording. This means that each international agreement is automatically indicated in the balance of payments twice, once as a credit and the second time as a debit. One entry identifies the transaction taking place, and the other indicates the financing or financial side of that transaction. The sum of all credit transactions must equal the sum of debit transactions

4. Time of registration. A transaction or change in a financial asset or liability is recorded together with the time of its origin. The principle of double entry requires that debit and credit entries be made at the same time, then the items will balance. In practice, fixing both records during the period of drawing up the balance of payments is difficult, since the foreign economic operations of a resident and a non-resident can be long in time. For example, the export or import of goods can be fixed by the date of conclusion of the contract, the date of customs clearance, the date of settlement, and therefore may differ in time from the date of financing the transaction. In international accounting, the time of conclusion of an agreement is considered to be the moment of the transfer of economic ownership of a good or financial asset, or the moment of rendering a service between a resident or a non-resident. Thus, the time of the transaction is determined by the actual time of its conclusion, and not the time of settlement for transactions between

counterparties. If the operation and settlement are separated in time, then they are considered as two independent transactions.

5. The principle of the market price. Balance of payments transactions are taken into account at market prices. The market price is the price at which goods, other assets, and services are exchanged for cash. If the transaction does not involve the use of price (for example, the provision of humanitarian aid or the implementation of a barter agreement), then the market price of the transaction is the price at which a similar good is sold and bought in the market in significant quantities.

6. Unit of measurement. The balance of payments is usually compiled in the national monetary unit, as its components are related to other macroeconomic indicators of the country, and in the international measure of value. The stability of the international measure of value is desirable so that fluctuations in its value do not distort changes in the situation with the balance of payments and do not mislead its analysts. It is also necessary to distinguish between the currency of the contract and the currency of the settlement. The average exchange rate for the day of the transaction is used for the transfer of national currency to foreign currency and when drawing up the balance of payments

7. Economic territory of the country. In a broad sense, an economic territory is a geographical area or jurisdiction for which statistical data are compiled. The most common concept of economic territory is the space under the economic control of one government. An example of an economic territory can also be a currency and economic union, a part of the economy, a region of the economy, the world as a whole.

8. Concepts of resident and non-resident. The residence of an institutional unit (household, corporation, government body) is the economic territory with which it has the greatest connection and which serves as the center of its economic interest. Corporations can have a residence in an economic territory different from the territory of their shareholders, and subsidiaries may be residents of a different economic territory compared to the parent company. If a corporation has a branch or a production structural unit in another territory, which is engaged in production activities in a significant volume and for a long time (more than a year or a year), then this structural unit is considered a resident of the territory in which it is physically located.

C Which of these statements are true?

Correct the false ones.

1. The amount of accumulated foreign direct investment is not the level of external financial liability.
2. Corporations can have a residence in an economic territory different from the territory of their shareholders.
3. The balance of payments records all transactions between residents and non-residents which not related to the movement of goods, services, income, transfers, financial assets and liabilities.
4. Balance of payments transactions are taken into account at market prices.
5. The balance of payments is seldom compiled in the national monetary unit.

D Answer the questions

1. What is a state balance of payments?
2. What are the principles of building the balance of payments?
3. What is the principle of the market price?
4. What is the stability of the international measure of value?
5. What is economic territory of the country?

E Read and translate

Trade balance and factors affecting the balance of payments

The balance of payments is based on the simplest and oldest balance - the trade balance, because international trade as a form of international economic relations between countries was the first to emerge. The concept of trade balance was also used by representatives of the school of mercantilism to justify the goal of increasing the wealth of the country. Thus, the trade balance is one of the fundamental articles of the balance of payments. The following types of trade balance are distinguished: 1) balance of goods, 2) balance of services, 3) balance of goods and services. The balance of goods represents the difference between export and import of goods, i.e. material values of the country for a certain period. The balance of goods includes trade in industrial goods, raw goods, component and intermediate goods, goods in the port, repair of goods and sale of non-monetary gold. The balance of services represents the difference between the export and import of services, which are intangible goods of the country for a certain period.

Services include communication, transportation, financial and insurance services, consulting, medical and educational services. Tourism is also an important component of the balance of services. The division of the trade balance into goods and services can be important for the analysis of the international specialization of the country, the study of the peculiarities of its economic development. The balance of goods and services is both previous types of balance - goods and services - and is a trade balance in a broad sense, as it includes the international exchange of all economic goods of the country. The balance of goods and services represents the difference between the export of goods and services and the import of goods and services of the country for a certain period.

Factors affecting the balance of payments can be divided into factors affecting the current account and factors affecting the account of capital transactions and financial transactions. Current account factors of the balance of payments include:

- Inflation,
- National income,
- State restrictions,
- Exchange rates.

The impact of inflation. Other things being equal, a country whose inflation rate exceeds that of its trading partners is expected to have a worsening current account. Due to the rapid increase in the prices of domestic goods, foreign consumers and corporations are likely to prefer cheaper foreign goods, which will lead to a reduction in domestic exports.

The influence of national income. If the national income of our country grows at a higher rate than the national income of trading partner countries, other things being equal, the current account balance will decrease. The growth of national income in real terms leads to an increase in the consumption of both domestic and foreign goods

The influence of government restrictions. If a country's government imposes an additional duty on imported goods, the prices of foreign goods rise. In general, developed countries have a low level of tariff protection, which makes foreign trade policy unable to influence the balance of payments. Nevertheless, protectionism is possible even in developed countries, but in certain industries. The EU protects the internal market of agricultural products with the help of high import tariffs. In the past, the US has been

quite protective of the domestic market for agricultural products and ferrous metals. Another means of limiting the import of foreign goods in the domestic market is a quota, or the maximum volume of import of a certain product

Trade restrictions can improve the trade balance, however, at some cost

The influence of exchange rates. The exchange of currencies at a certain rate makes possible the international exchange of goods, services and financial assets. The exchange rates of most countries change freely or within the framework of a certain regime of exchange rate formation. A depreciation of the domestic currency makes domestic goods cheaper in foreign currency and foreign goods more expensive in domestic currency, and usually leads to an increase in exports and a decrease in imports, improving the current account balance. In order for this statement to be observed, the elasticity of foreign demand for our goods and domestic demand for foreign goods are very important. Similarly, the appreciation of foreign currency leads to a fall in demand for domestic exports and stimulates the import of foreign goods, leading to a worsening of the current account balance. In real life, the current account is affected by several factors that can have the opposite effect on the current account balance. Thus, the growth of inflation in the country leads to a decrease in the positive balance of the current account. However, the acceleration of the inflation rate leads to a depreciation of the national currency in relation to foreign currencies, which has a positive effect on the current account balance. The study of the dynamics of the current account aims to identify the most significant factors that have an impact on the current account, and should be comprehensive.

Regulation of the balance of payments is becoming an increasingly important task for the state in conditions of openness of the economy, since the balance of international operations directly affects the financial ANS system of the country, financing of investments and economic growth, inflation and unemployment. In the conditions of constant interconnection of national markets of goods and financial assets with foreign ones, the balance of payments becomes an important financial document that allows making forecasts regarding such important macroeconomic indicators as the exchange rate, interest rate, liquidity of financial markets. State regulation of the balance of payments is a set of measures of state bodies with the use of economic, financial,

currency, and monetary instruments, aimed at forming the main items of the balance of payments, as well as covering the formed balance.

F Answer the questions

1. What do current account factors of the balance of payments include?
2. What does the balance of goods represent?
3. What is state regulation of the balance of payments?
4. What is a trade balance?
5. How can factors affecting the balance of payments be divided?

LANGUAGE WORK

THE PASSIVE VOICE

	Active Voice	Passive Voice
Present Simple	They repair cars.	Cars are repaired.
Present Continuous	They are repairing the car.	The car is being repaired.
Past Simple	They repaired the car.	The car was repaired.
Past Continuous	They were repairing the car.	The car was being repaired.
Future Simple	They will repair the car.	The car will be repaired.
Present Perfect	They have repaired the car.	The car has been repaired
Past Perfect	They had repaired the car.	The car had been repaired
Future Perfect Present	They will have repaired the car.	The car will have been repaired.
Infinitive	They will have to repair the car.	The car will have to be repaired.
Perfect Infinitive	She ought to have repaired the car.	The car ought to have been repaired.
-ing form	He likes people admiring his new car.	He likes his new car being admired.
Perfect -ing form	Having repaired the car, ...	The car, having been repaired...
Modals	You must repair this car.	This car must be repaired.

A Some of the sentences below contain errors. Correct them.

1. This famous singer is liked by everybody all over the country.
2. Chess is having been played everywhere.
3. After some really hard work the tree was fallen at last.
4. The suit was not fit so she had to give up the idea of buying it.
5. He is thought to have every right to be let do it.
6. In spite of all her efforts, the colours weren't become, alas!
7. She's just repaired her computer at the shop.
8. He is said to cut his hair at the barber's already.
9. She is believed to be resembled this famous actress, what's her name?
10. He is known to having a tooth taken out yesterday, have you heard?

B Rewrite the following sentences in the Passive

1. Do you think actors should (pay) so much money?
2. I've just heard on the news that the concert (cancel).
3. The first show (broadcast) in 1975!
4. Hundreds of films (release) by Hollywood every year.
5. The festival (open) by the prime minister next week!
6. The Olympics (not hold) for another four years.
7. The £10,000 lottery prize (win) by a teenager from Liverpool.
8. You (not ask) for your ID at the door, so don't worry.
9. How many people (audition) for that role?
10. I think the all boy group should (choose) for the final.

C Rewrite the following passage in the Passive

Some people saw a UFO in the sky above London last night. They reported it to the police. The army sent a helicopter to look at it more closely. The UFO shot the helicopter down and killed both men in it. People have given photographs of the UFO to the police. Experts are looking at them now.

D Turn from Active into Passive

1. The gardener has planted some tree.
2. A famous designer will redecorate the hotel.
3. Fleming discovered penicillin.

4. Who discovered America?
5. They speak Italian in Italy.
6. You should water this plant daily.
7. He gave me a present.
8. A pickpocket robbed me.
9. You must dry-clean this shirt.
10. A bee stung her.

WRITING

A Write an essay on one of the following topics

1. Current position of the trade balance of Ukraine.
2. History and circumstances of the compilation of the Ukrainian balance of payments

UNIT 5 International Business

READING

A Discuss these questions

1. What is the purpose of an international business?
2. What do you know about transnational corporations ?

B Read and translate

Free Economic Zones

The internationalization of economic life, the need for more efficient use of the advantages of certain territories led to the creation of special economic zones in many countries. In various versions, they exist in the People's Republic of China, the USA, France, Vietnam, Bulgaria, Hungary, Mexico, Ireland, South Korea, etc. After the Second World War, in various countries, new forms of production integration began to be used quite effectively in order to obtain the largest possible amount of investment. Special economic zones, free economic zones, free trade zones, free entrepreneurship zones, export industrial free zones have gained significant popularity. Their essence was reduced to the separation of a certain territory within the framework of national borders and the formation of preferential economic, trade and tax regimes in order to solve certain economic, industrial, scientific and technical tasks.

For the most part, free zones were created to activate the activities of enterprises located on their territory, to modernize industry, to saturate the domestic market with high-quality goods and to facilitate the entry of national manufacturers into the world market, to purposefully stimulate the development of economically backward regions, to develop foreign economic ties, to expand exports and imports, to attract foreign investments, development of new technologies, improvement of labor force qualifications. But the main idea was and remains the idea of attracting foreign entrepreneurial investments. At the same time, the interests of the state and the region where they are located are taken into account, the trends of global capital movement, and the criteria of profitability and significant social effect are also taken into account.

The main components of the functioning mechanism of the FEZ are the definition of financial policy, customs regime, currency regulation system, supply and sales, functions of retail trade, management of the FEZ. So, in the USA, zones were established

in 1934 (that is, during the Great Depression) with the aim of promoting foreign trade in certain territories and increasing the competitiveness of American goods

Today, there are more than 3,000 free or special economic zones in the world, through which 10% of the world's trade turnover passes, while the share of trade here is growing at a rapid pace. They are found on all continents, and their size varies from a few square kilometers to hundreds and thousands of kilometers with a population of several million people.

A free economic zone is a part of the territory of one state, within which a preferential regime of business and foreign economic activity operates, in which imported goods are considered as objects that are outside the borders of the national customs territory with regard to the right of import and relevant taxes and are not subject to normal customs control and taxation. Different states, depending on the problems facing them, entrust the FEZ with the solution of various tasks of their national economic development. At the current stage, the following main tasks, which are solved with the help of FEZ, prevail:

- increasing the export potential;
- increase in foreign currency revenues of the state;
- use of modern managerial and professional experience;
- activation of joint business activities with foreign investors;
- acceleration of social/economic development of certain regions and branches of the economy;
- attraction of foreign investments and technologies;
- integration of the economy into the system of global economic relations;
- formation of new (additional) jobs.

The process of creating a special economic zone is based on the following basic principles and criteria:

- functional purpose, goals and industry orientation of the zone;
- technical and economic justification, the main tasks of which are to determine the connection of the future zone with international markets, including transport and telecommunication possibilities; the level of infrastructure development, especially banking and insurance, audit, exchange and information network; intensity and directions

of industrial development, availability of personnel of the appropriate profile and qualifications, sources and volumes of financing;

- formation of the mechanism of taxation, pricing, currency, financial and customs regulation, migration service;

- determination of foreign partners who will be invited to cooperate in the FEZ.

The main features of the FEZ compared to the rest of the country:

- availability of tax, customs and depreciation benefits;

- substantial organizational and managerial independence;

- high level of industrial and social infrastructure;

- stimulation of the highly professional structure of the employed;

- sufficient supply of raw materials and investment goods.

The main requirements for the placement of the FEZ are:

- a favorable geographical position in relation to foreign and domestic markets and the presence of developed transport communications;

- developed potential, availability of industrial and social infrastructure; - significant natural resource potential.

All economic zones that exist in world practice can be sub and divide into the following groups:

- foreign trade zones – a part of the territory where goods of foreign origin can be stored, bought and sold without paying customs duties;

- complex production zones - a part of the state territory where a special (preferential tax, monetary and financial, customs) regime of economic activity is implemented;

- scientific and technical zones - zones, the special legal regime of which is focused on the development of scientific and production potential, the achievement of a new quality of the economy by stimulating research with the subsequent implementation of the results of scientific developments in production;

- tourist and recreational zones are created in regions that have rich natural, recreational, and historical and cultural potential, with the aim of activating entrepreneurial activity in the field of tourism business;

- banking and insurance (offshore) zones – a particularly favorable regime for the use of banking and insurance operations in foreign currency to serve non-residents; Currently, there are about 1,300 different offshore zones in the world, which attract more than 35% of the world's monetary capital. Owners of offshore companies pay a full registration fee and also make small fixed annual payments for granting tax-free status, which brings income to the budget of the offshore territory;

- border trade zones – a part of the state's territory on the border with neighboring countries, where a simplified procedure for crossing the border and trade is in effect;

- export industry zones - goods, spare parts for machines, equipment, various components from different countries of the world are imported duty-free for further assembly and export of finished products.

C Which of these statements are true?

Correct the false ones.

1. A free economic zone is a part of the territory of one state, within which a preferential regime of business and foreign economic activity operates.

2. In the USA, zones were established in 1964.

3. Before the Second World War, in various countries, new forms of production integration began to be used quite effectively in order to obtain the largest possible amount of investment.

4. Today, there are more than 3,000 free or special economic zones in the world.

5. Free zones were created to slow down the activities of enterprises located on their territory.

D Answer the questions

1. Why were free zones created?

2. What leads to the creation of special economic zones in many countries?

3. When were free economic zones established in the USA?

4. What are the main tasks solved with the help of FEZ?

5. How many offshore zones are in the world?

E Read and translate

Transnational Corporations

Transnational corporations are such corporations that actively use the objective trends of the international division of labor and strengthen the processes of internationalization of the world, and their production and trade and sales activities are carried out beyond the borders of the national state. TNCs arise as a result of the concentration of capital within specific corporations and the expansion of their activities based on the international division of labor. The rapid growth of direct foreign investments, the emergence of the technological division of labor beyond the boundaries of firms, industries and national borders will be accompanied by the emergence of giant international production complexes with branches in different countries and on different continents. TNCs transform the world economy into international production, ensuring the acceleration of scientific and technical progress in all its directions - the technical level and quality of products, production efficiency, improvement of management forms by enterprises. Transnational corporations (TNCs) are international firms that have their business divisions in two or more countries and the management of these divisions is carried out from one or more centers on the basis of such a decision-making mechanism that allows for a coordinated policy and general strategy, allocating resources , technologies and responsibility to achieve the result - making a profit. TNC is a network of interconnected enterprises that originate from one country and have constituent parts and branches in other countries. The difference between a TNC and an ordinary corporation that operates in external economic relations is that the TNC does not transfer goods abroad, but the very process of investing capital, combining it with foreign labor in the framework of international production.

The following characteristics of TNCs are distinguished:

- the company sells products manufactured in more than one country;
- its enterprises and branches are located in two or more countries;
- its owners are residents of different countries.

Therefore, the characteristics of TNCs relate to the sphere of circulation, production and ownership. Actually functioning firms need to meet any of the listed characteristics to be classified as an MNC. Many large companies have all three characteristics at the same time.

TNC is defined as the operation of a large financial-production, scientific-technological, trade-service association in the joint-stock form, which carries out operations both in the country of its base and outside its borders. The activities of TNCs are regulated by international legal agreements. Such companies are characterized by a complex organizational and management structure that organizes and integrates production, banking, investment, trade and advertising activities, research and development, and personnel training. TNC, as a rule, looks like this: a core around which various independent production-financial, trade-transport and other divisions and enterprises are concentrated, i.e. it is a large firm with an asset abroad or a union of firms of different nationalities dominating one or more spheres of economy. An international corporation is characterized by the following main features:

- it is an active participant in the development of the world economy, processes of the international division of labor;
- it is characterized by relative independence of capital movement from processes that occur within national borders;
- it objectively regulates world economic relations, carrying out operations with the aim of extracting high profits.

A special feature of modern TNCs is: the international character of their activities, constant improvement of the structure in combination with continuous innovative activities based on the use of the latest achievements of research and development, wide diversification (even by aggregated indicators, the range of manufactured products and services provided, including banking, contains several thousand names).

The priority of areas of capital investment changes under the influence of scientific and technological progress. In recent decades, the activity of TNCs in the service sector has increased. The sphere of manufacturing industry has receded into the background. The main part of industrial assets is concentrated in four industries: oil, automobile, chemical and pharmaceutical. The business activity of corporations in the primary sector (that is, in the extractive industry) has decreased sharply.

TNCs have a number of undeniable advantages. Foreign branches play an extremely important role in providing access to foreign markets, reducing production

costs, and increasing profits. All this ensures the financial stability of TNCs and helps them survive periods of crisis.

From the point of view of the organizational structure, TNCs are, as a rule, multi-branch concerns. The main company acts as the operational headquarters of the corporation. On the basis of large-scale specialization and cooperation, it carries out technical and economic policy and control over the activities of foreign branches. The strategy of the TNC is based on a global approach, which involves optimizing the result not for each individual link, but for the association as a whole. Recently, there have been significant changes in the structure of TNCs, the main of which are related to the implementation of the so-called comprehensive strategy.

One of the important features of the branch TNC organization is characterized by their ability to flexibly move their management centers and headquarters from one node of the corporate network to another, while easily changing the main country of residence in order to obtain tax and other benefits.

TNCs play a leading role in the internationalization of production, in the process of expanding and deepening production ties between enterprises of different countries. Capital export is the main form of TNC expansion. The international migration of long-term capital accelerated the process of interpenetration and interweaving of financial capital, strengthened the power of TNCs. The ever-growing role of foreign investments, as the most important and necessary means of ensuring the process of reproduction, is a consequence of the acceleration of the objective process of socialization of productive forces on an international scale. Thanks to the system of international production, based on the export of capital, TNCs provide themselves with significant profits even in the conditions of worsening crisis phenomena in the world economy.

F Answer the questions

1. What are transnational corporations?
2. What is difference between a transnational corporation and an ordinary corporation?
3. What is the main form of TNC expansion?
4. What role do TNCs play in the internationalization of production?
5. What is a special feature of modern TNCs?

G Which of these statements are true?

Correct the false ones.

1. One of the important features of the branch TNC organization is characterized by their inability to flexibly move their management centers and headquarters from one node of the corporate network to another.
2. TNCs transform the world economy into international production, ensuring the acceleration of scientific and technical progress in all its directions.
3. Foreign branches don't play an important role in providing access to foreign markets, reducing production costs, and increasing profits.
4. TNC is a network of interconnected enterprises that originate from one country and have constituent parts and branches in other countries.
5. From the point of view of the organizational structure, TNCs are not multi-branch concerns.

LANGUAGE WORK

MODALS

The modal verbs are: **can, could, may, might, must, have to, should, need, will, would, ought to** etc.

They come before the subject in questions and take **not** after them in negations.

Functions of Modal verbs

We express

Ability	with: can, could, was able to
possibility/probability	with: may, might could, must, can't
permission	with: can, could, may, might
advice	with: should, ought to
obligation/necessity	with: must, have to, ought to
absence of necessity/prohibition	with: mustn't, can't, needn't

We make

Request, offers, suggestions with: **can, could, will, would you like, shall I.**

A Rephrase the following situations using an appropriate modal verbs

1. It's not possible that he's finished already.
2. It wasn't necessary for you to give him a present.
3. I advise you to stop eating chocolate.
4. I insist that you do your homework.
5. It was wrong of him to kick that dog.
6. It's possible that she's already phoned him.
7. I'll take the dog out if you like.
8. Will you let me speak to John, please?
9. Let's go to a disco.
10. He wasn't able to write until he was eight.
11. Talking is not permitted during the test.
12. It would be a good idea for me to give up smoking.
13. It isn't right to speak to your mother like that.
14. It isn't possible for me to come to the party tonight.
15. He is obliged to go to the police station twice a week.

B Choose correct modal verbs

1. I'm worried about my friend in Mexico. The hurricane *may / must* pass over her city, but I don't know for sure.
2. A tornado is on its way. It *could / can't* be deadly, so we need to leave.
3. Dan says Lucy *could / must* be in the Philippines, where the earthquake was, but she *can't / mustn't* be. I spoke to her yesterday and she was in Hawaii.
4. The building started shaking and I thought, 'This *can't / must* be an earthquake, because there's no traffic going past'.
5. The rescue team *can't / may not* find any survivors at this stage, but of course we're hoping they will.
6. It *can't / could* be long before someone comes to rescue us – just a few more hours.
7. The volcano is still active, so it *must / might* erupt while you're there, but it's not very likely.
8. It *must / might* be very difficult to reach the survivors of a disaster if all the roads are blocked
9. I really enjoyed staying with my aunt when I was a child because she always told me I *could/was able to* watch TV after 10 o'clock.
10. This refrigerator was \$567 but I *could/was able to* get a discount because it was slightly damaged.

C Choose and put correct modal verbs

**can't be • can't have • could take • may get •
may not have • might be • must be • must be**

As a result of the flooding, as many as 10,000 families 1)_____ homeless, although the figure is only an estimate. The emergency services are working hard, but I'm sure they 2)_____ more than 20 helicopters. It 3)_____ days to reach everyone and take them to safety,' said an aid worker in the area. Conditions for those families still waiting to be rescued 4)_____ very difficult. There 5)_____ any clean water to drink and everyone 6)_____ very cold.' Worryingly, more rain is forecast, so the floods 7)_____ worse in the next few days. The emergency services 8)_____ time to reach everyone before the waters rise again.

WRITING

A Write an essay on one of the following topics

1. Peculiarities of creation of SEZ (special economic zone) in Ukraine.
2. Creation of joint ventures in Ukraine.

B Write the summary of the text. Start with the beginning.

Economics is not a meal ticket to make lots of money in the stock market, although economics helps you understand how stock markets and other markets work. Economics also is not a business degree, although economics teaches important business skills....

C Write the annotation to the text. Start with the beginning.

Economics builds scientific models to explain why people behave the way they do. In addition, economists use these models, in conjunction with their observations of the world, to analyse and explain why things happen the way they do....

UNIT 6 Globalisation

READING

A Discuss these questions

1. What do you think globalisation means?
2. What global companies can you think of?
3. What are advantages and disadvantages of globalisation?

B Read and translate

Development in the Conditions of Globalisation

Globalisation is the growing economic interdependence of countries around the world as a result of the growing volume and variety of cross-border movement of goods, services and international capital flows.

In modern conditions of development, the problems of globalisation, which affect all spheres of human society's life: economic, social, political, and cultural, are acutely faced by mankind. The process of globalisation has an objective nature and is the result of the evolution of the world economy, the strengthening of global economic ties.

In the mid - 80s of the XX century the leading international organizations (UN, OECD, Club of Rome) raised the question of the existence of global problems of a general, universal nature. Global problems include economic, political, social, demographic and environmental problems that affect all countries of the globe regardless of their socio-political system and cannot be solved by one or a group of states. It is accepted to highlight the following global problems, which continue to deepen: the end of the Cold War, the pressure of a growing population, problems of limited resources and environmental protection. The focus is also on political aspects, first of all, the task of supporting a balanced world order, crises of the nation-state system

Economic problems occupy a special place among global problems. New phenomena on the world stage, especially political and economic integration in different regions of the planet contribute to the establishment of stable global economic relations.

Globalisation, as a rule, negatively affects the international community as a whole and its individual components (regions of the world, groups of countries, individual states, components of the global economy). In this process, the prevailing integration trends, which contribute to the unification of all parts of the modern world, and the

disintegration trends, which exacerbate existing and generate new contradictions and conflicts in the international community, are combined.

The impact of globalisation on the world community is ambiguous: it leads to significant economic growth, but only a small number of countries benefit from it, and most countries suffer from negative consequences in the form of an increase in poverty and a slowdown in economic growth. The formation of a new global system is connected with the creation of large international financial capital markets and transnational corporations (TNCs), the functioning of which is based on new information technologies. These structures have financial resources that exceed the state budgets of many countries. TNCs control up to 40% of industrial production in the world and more than 50% of international trade. In addition to TNCs, the infrastructure of financial globalisation consists of international financial organizations, the main ones of which are the IMF and the World Bank.

Undoubtedly, globalisation leads to the growth of the integrity of the world economy at the planetary level. At the same time, its contradictions and disintegrating tendencies cause fragmentation of the structure of humanity.

The emergence of a global world has significant consequences for international politics. That is, they are talking about the globalisation of politics. Particularly significant for the global world are transnational processes that create a situation where the human condition depends not only and not so much on the decisions of national governments, but on the actions of other states, the policies of world financial centers and the world market. It should be noted that this applies not only to the economic sphere, but also to international security and environmental protection. Globalism is a complete economic mega system of the world scale, which is based on a new system and structure of productive forces, a new high global communication technology, a global monetary and financial system, global ownership of TNCs, specific economic relations, and especially - a global organization of production and labor. Globalisation opens up new opportunities for development based on the use of the advantages of the international division of labor. However, this is a spontaneous and therefore contradictory process that forces a new perception and evaluation of differences between countries from the point of view of their position relative to each other and endowment with reproduction factors.

Globalisation processes open up new opportunities for human development, which are associated with the worldwide spread of the latest technologies and forms of production organization and ensure a high material status of the worker, demand scientific knowledge from him, mobilize his creative initiative and intellectual abilities. Economic globalisation is closely intertwined with the demographic development of mankind, and its negative features and consequences are related to the global demographic problem.

Globalisation is a complex and contradictory process that does not lead to equalization of the levels of economic development of various countries and regions of the world. At the same time, it is obvious that no country is able to achieve a serious economic rise and increase in the well-being of the population if it does not actively participate in the world economic system.

C Which of these statements are true?

Correct the false ones

1. Globalisation, as a rule, positively affects the international community as a whole and its individual components.
2. Globalisation leads to the growth of the integrity of the world economy at the planetary level.
3. Political and economic integration in different regions of the planet contribute to the establishment of stable global economic relations.
4. The infrastructure of financial globalisation consists of international financial organizations, the main ones of which are UN and OECD .
5. The formation of a new global system is connected with the creation of small international financial capital markets and transnational corporations.

D Read and translate

The main problems of global ecology

In the 21st century humanity has fully felt and realized the global ecological crisis, which indicates the anthropogenic poisoning of our planet. Global environmental pollution arose due to the following interrelated reasons: the steady growth of the global population and a sharp increase in the consumption of various energy sources as a result of the scientific and technological revolution.

Every year, more than 20 million hectares of forests are destroyed on the planet, which is the area of Romania or Great Britain. As a result of soil degradation, 6-7 million hectares of land disappear from the world agricultural cycle every year, and this is the territory of Lithuania or Latvia. In addition, about 6 million hectares are covered by desertification processes every year. Solid production waste is measured in several tens of billions of tons, and the total global volume of wastewater has exceeded 1,800 km³. About 3.5 million tons of oil and petroleum products enter the world ocean annually, 60 million tons of aerosols, 100 million tons of sulfur dioxide, 70 million tons of nitrogen oxide, 175 million tons of carbon, 22 billion tons of carbon dioxide enter the Earth's atmosphere. This leads to the spread of acid precipitation and the strengthening of the greenhouse effect. The most dangerous environmental pollutants include the following inorganic and organic substances: radionuclides, heavy metals (mercury, cadmium, lead, zinc, etc.), polychlorinated biphenyls, polyaromatic carbohydrates, especially benzo(a)pyrene, dioxane, the constant action of which causes serious disruptions of activity basic vital functions of the body. Apparently, man crossed the permissible ecological limit of action on all components of the biosphere, which endangered the existence of modern civilization.

Developed countries bear the main responsibility for pollution of the natural environment and depletion of non-renewable resources. According to the Intergovernmental Agency on Climate Change, 74% of carbon emissions into the atmosphere are carried out by developed countries, and only 26% by developing countries. Per capita in developed countries, this indicator is ten times higher than in developing countries. Therefore, in order to overcome the ecological crisis, it is necessary to introduce restrictions on the amount of pollution of the natural environment.

Our civilization is on the threshold of important decisions, when humanity must look for opportunities to preserve the future of our planet and implement them. The signing of the Kyoto Protocol by the governments of many countries confirms the determination to oppose global warming. After the signing of the Kyoto Protocol, many countries realized that it is necessary to reduce the consumption of fossil fuels.

The intensification of agriculture, the increase of man-made load on land resources, the uncontrolled use of chemicals in conditions of low technological culture

and other influences lead to the deterioration of the quality of soils and their fertility. The main reason is that intensive agricultural technologies have come into conflict with the functioning of ecosystems, disrupting the natural cycle of substances and energy in them. Soil contamination with chemical and biological components, including radionuclides, heavy metals, pesticides, and pathogens of infectious diseases, are the most harmful to the natural environment. In places where industrial emissions fall, natural and cultural biocenoses degrade, the physicochemical properties and biological activity of soils deteriorate, their erosion increases, a new extremely dangerous phenomenon of acidification of chernozems appears, and crop yields decrease.

Life on the planet depends on a temperature difference of just a few degrees Celsius. Even small changes in climate can have a tragic effect on human habitats. Excessive consumption of fossil fuels leads to global warming with all its consequences. The increase in temperature in recent years is a record for the last few centuries. If nothing is done to reduce humanity's dependence on fossil fuels and reduce the pollution of the earth's atmosphere with "greenhouse" gas, CO₂ emissions will increase by 33-40% over the next century, putting humanity and entire ecosystems at enormous risk.

F Answer the questions

1. How many hectares of forests are destroyed on the planet every year?
2. What leads to the spread of acid precipitation and the strengthening of the greenhouse effect?
3. What do the most dangerous environmental pollutants include?
4. Can even small changes in climate have a tragic effect on human habitats?
5. What leads to the deterioration of the quality of soils?

G Which of these statements are true?

Correct the false ones.

1. As a result of soil degradation, 16-17 million hectares of land disappear from the world agricultural cycle every year.
2. The most dangerous environmental pollutants don't include the inorganic and organic substances.
3. Developed countries bear the main responsibility for pollution of the natural environment and depletion of non-renewable resources.

4. After the signing of the Kyoto Protocol, many countries realized that it is necessary to increase the consumption of fossil fuels.

5. In order to overcome the ecological crisis, it is necessary to introduce restrictions on the amount of pollution of the natural environment.

LANGUAGE WORK

CONDITIONALS

Type	Main clause	IF-clause	Use
1 Real present	Will + V	V (V+s)	Real or very probable situation in the present or future
2 Unreal present	Would/could /might +V	V-ed (V2)	Improbable situation in the present or future also used to give advice
3 Unreal past	Would/could /might + have +V3(V-ed)	Had+V3(V-ed)	Unreal or improbable situation in the past; also used to express regrets and criticism

A Match the following parts of the sentences

- | | |
|---------------------------|--------------------------------|
| 1. If I go on a diet | A. we'll make a snowman |
| 2. If it's sunny tomorrow | B. I'll buy you some chocolate |
| 3. If John doesn't hurry | C. she'll have to take a taxi |
| 4. If it snows | D. I'll lose weight |
| 5. If there are no buses | E. he'll be late |
| 6. If you are a good girl | F. we'll go for a picnic. |

B Put the verbs in brackets into the correct tense

1. If she _____ (not/break) the window, she wouldn't have had to pay for a new one.
2. If it _____ (not/be) cold, they wouldn't have lit the fire.

3. If she studied more, she _____ (be) a better student.
4. They _____ (not/see) the Queen if they hadn't visited London on that day.
5. If you should win that competition, you _____ (be) rich.
6. If I lived in France, I _____ (speak) French well.
7. If they _____ (lock) the doors, the burglars wouldn't have got in.
8. We _____ (have) a party if Alan passes his driving test.
9. I _____ (give) John your message if I should see him today.
10. They _____ (not/have) any money if their cousin hadn't lent them some.
11. Those plants _____ (not/grow) if you don't water them.
12. I would buy that bag if it _____ (be) cheaper.
13. If she _____ (open) the letter, she would have been surprised.
14. If he smokes so much, he _____ (get) ill.
15. If I _____ (make) a hut, I won't have to sleep under the trees.

C Put the verbs in brackets into the correct tense

1. What _____ (you do) if you _____ (see) an accident?
2. Where _____ (you live) if you _____ (have) a choice?
3. If Caroline _____ (arrive) late for a meeting, her boss _____ (be) angry.
4. If his parents _____ (come) to visit him, John _____ (bring) them to the theatre.
5. Where _____ (you go) if you _____ (can take) a week's holiday?
6. If Julie _____ (speak) better English, she _____ (find) a better job.
7. If Paul's boss _____ (invite) him to lunch, he _____ (accept).
8. If I _____ (lose) my wallet, I _____ (report) it to the police.
9. What _____ (happen) if you _____ (miss) your flight?
10. If Peter _____ (have) more money, he _____ (buy) a new car.

D Put the verbs in brackets into the correct tense

1. If I _____ (to meet) Richard, I _____ (to tell) him about our new office.
2. If the steak _____ (not/to be) so hot, we _____ (to eat) it.
3. Emily _____ (to buy) the cola if you _____ (to pack) the picnic basket.

4. If I _____ (to be) in Venice, I _____ (to rent) a boat.
5. What _____ (you/to do) if it _____ (to rain)?
6. If my uncle _____ (to tell) me the way to his office, I _____ (not/to arrive) so late.
7. She _____ (to be) at the airport if she _____ (to read) the message carefully.
8. Lucy _____ (not/to hurt) her foot if she _____ (not/to drop) the old box.
9. If she _____ (to answer) this question correctly, she _____ (to get) an extra point.
10. If you _____ (to use) a sharp knife, you _____ (not/to cut) yourself.

E Complete the following sentences with appropriate conditional clause

1. If I found a gun in the street,_____
2. You wouldn't have been punished_____
3. If you drink all that juice,_____
4. If you drive so fast,_____
5. If you should see mark this evening,_____
6. If you had taken my advice,_____
7. Unless the weather improves,_____
8. My father would have bought me a bicycle_____
9. He would have been very angry_____
10. If you aren't enjoying the film,_____

WRITING

A Write an essay on one of the following topics

1. European vector Ukrainian legal field.
2. Ukraine's participation in international cooperation in the field of environmental protection.

UNIT 7 International Economic Cooperation and the United Nations

READING

A Discuss these questions

1. What do you think International economic cooperation means?
2. What is the United Nations?

B Read and translate

Peculiarities and Nature of Economic Activity of the UN and the Structure of its Organizations

The United Nations is the largest, universal and most authoritative international organization of our time, which is called to deal with the solution of the main political problems. The UN was created in 1945. Uniting 185 independent states, it directly carries out its activities in the spheres of economic, social and political development of countries, contributes to the formation of a stable and favorable environment for interstate cooperation. The formation of a productive international economic environment, which contributes to progress in the development of the countries of the world, effective integration of developing countries into the system of international trade, is of priority importance in the UN. The UN promotes the right of each country to choose its economic system of development, ownership, use and exploitation of all its natural wealth and resources, as well as the expansion of scientific and technical activities of industrially developed and developing countries to mobilize national resources to achieve economic development. Improving the principles and main ideas aimed at the development of the MEV, the UN implements important functional aspects, among which the study of the problems of the relationship between globalization and the development of the economy in the world, the study of the role and impact of the globalization of the economy on the regulation of world financial processes are of particular relevance. An important functional area of the UN is the development of promising forms and methods of partnership between industrially developed and developing countries, taking into account the degree of their economic development. Currently, the following functional aspects are of particular importance:

- ensuring the further integration of countries in the spheres of development of analytical and normative economic and social policy in the world;

- determination of promising forms and methods of partnership between countries, where the development of provisions and procedures of international agreements on granting financial and economic preferences to developing countries, liberalization of foreign economic relations and their expansion acquire special importance;

- promoting the right of each country to choose the system of its economic development, ownership, use and exploitation of all its natural resources and wealth. To implement the tasks of this direction, the UN is developing analytical and regulatory bases for legislative guarantees of the formation and application of the resource potential of countries, full mobilization and rational use of all available resources. On the basis of information programs and recommendations of the UN, agreements and consultations between states are carried out to achieve optimal use of natural resources belonging to several countries, as well as the activities of TNCs are regulated and controlled;

- promoting the expansion of scientific and technical activities of industrially developed and developing countries. The UN is forming a system basis for achieving the results of the development of science and technology by each state, aimed at the implementation of international scientific and technical cooperation in the field of creation and dissemination of advanced technologies, taking into account all interstate interests, including the rights and obligations of founders, suppliers and users of priority technologies. This opens access to developing countries to the achievements of modern science and technology, contributes to the creation, strengthening and development of scientific, technical and technological infrastructure, as well as the activation of the activities of these countries in advanced scientific and research and technical and technological fields.

- ensuring the further integration of countries in the areas of strengthening analytical and regulatory activities for the development of promising economic and social policies in the world.

The most important function of the UN is the coordination of problems related to the formation and implementation of global investments, the creation of the necessary conditions for their development in the spheres of international entrepreneurship. The UN contributes to the creation of a real basis for the liberalization of activities in the field of direct foreign investment, the support of trends towards the implementation of an open

investment policy in many countries of the world, and the development of market relations in them. The Preamble of the UN Charter states that its purpose is to promote the economic and social progress of all peoples. The dominant structural elements of the system of economic cooperation bodies within the UN are three of the six main bodies specified in the Charter, namely the General Assembly, the Economic and Social Council (ECOSOR), the Secretariat. The General Assembly serves as the highest forum within the Organization for the discussion of the most important problems of an economic nature. The Assembly performs its functions mainly through the Second Committee on Economic and Financial Affairs, one of the main committees of the Assembly. The Economic and Social Council (ECOSOC), created in 1946, is the central forum at which international economic and social problems of a global interdisciplinary nature are discussed and recommendations are developed on these problems for member states and the UN system as a whole. The duties of the Council include the organization of research and the preparation of various reports and recommendations on a huge list of international economic, social, and cultural issues. The Council prepares draft conventions for submission to the UN General Assembly, may convene international conferences on these issues.

C Which of these statements are true?

Correct the false ones

1. The UN promotes the right of each country to choose its economic system of development.
2. An unimportant functional area of the UN is the development of promising forms and methods of partnership between industrially developed and developing countries.
3. The Preamble of the UN Charter states that its purpose is not to promote the economic and social progress of all peoples.
4. The Economic and Social Council (ECOSOC), created in 1976, is the central forum.
5. The duties of the Council include the organization of research and the preparation of various reports and recommendations on a huge list of international economic, social, and cultural issues.

D Answer the questions

1. What is the United Nations?
2. When was the United Nations created?
3. What is an important functional area of the UN?
4. What are the dominant structural elements of the system of economic cooperation bodies within the UN?
5. What does the Council prepare?

E Read and translate

Special institutions under the UN

The UN Charter provides for the creation of specialized institutions, which include: the Educational, Scientific and Cultural Organization (UNESCO), the International Labor Organization (ILO), the International Telecommunication Union, the World Health Organization (WHO), the Food and Agricultural Organization (FAO).

UNESCO - this organization has been active since 1946. The headquarters is located in Paris. Its members are more than 160 states. The goal is the development of international cooperation in the field of education, science and culture. Within the framework of UNESCO, there are many scientific programs of cooperation, for example, since 1975 - the International Hydrological Program. The ILO was founded in 1949 by the League of Nations. The secretariat of the ILO - the International Labor Office - is located in Geneva. The main direction of the ILO's activity is the development of international conventions and recommendations on labor issues and trade union rights. WHO was established in 1948. This is the largest UN specialized institution in terms of its operations. The programs of WHO and its bodies include all the most important areas of health care, including training of medical personnel, coordination of medical and biological research, exchange of medical knowledge, cooperation in the field of pharmacology. There are still many specialized institutions operating in the UN system, which include most of the world's countries. These are the World Meteorological Organization (WMO), the World Intellectual Property Organization, and the International Atomic Energy Agency (IAEA). Specialized institutions of the UN are also the IMF, the World Bank Group. The Conference on Trade and Development (UNCTAD) was

established by the General Assembly in 1964 and is a permanent intergovernmental body and coordination center of the UN General Assembly in the field of trade, finance, technology, investment and development. Almost all UN member states and a number of international organizations participate in the activities of UNCTAD. The main tasks of UNCTAD are:

- promoting the development of international trade, ensuring stable peace and equal cooperation between states;
- development of recommendations, principles, organizational and legal conditions and mechanisms of functioning of modern MEVs;
- participation in the coordination of activities of other institutions of the UN system in the field of economic development, establishment of economic ties.

UNCTAD considers a number of issues and problems of international trade in raw materials, finished products and semi-finished products, transport, insurance, foreign trade lending, technology transfer, etc. UNCTAD decisions are adopted in the form of resolutions, statements, agreed conclusions and are not legally binding. The purpose of the organization's activity is to assist developing countries in solving problems related to the globalization of the MEV and integration into the world economy on a fair basis. At present, 188 countries are members of the organization. The conference - the highest governing body of UNCTAD - is convened once every four years on an equal basis with ministers to develop strategic areas of activity and determine work priorities. The Trade and Development Council, which is also the governing body of UNCTAD, convenes annually between conferences. The Council, which is open to all members of the Conference, currently includes 144 countries. The Council has several auxiliary bodies - functional commissions. It is also responsible for ensuring the work of the Commission on Science and Technology for Development, which is a subsidiary body of the UN ECOSOR. UNCTAD is headed by the Secretary General of the Conference in the rank of Deputy Secretary General of the UN. Secretariat located in Geneva (Switzerland). It has about 400 employees and is part of the UN Secretariat. The annual budget of the organization for operational activities is about 50 million dollars. and allocated from the UN budget. Within the framework of the UN, UNCTAD cooperates with many other organizations, including the UN Department of Economic and Social Affairs, UNDP, as

well as the World Bank Group, the IMF and others. UNCTAD carries out operational activities in the following main program directions:

1. Globalization and development strategy.
2. International trade in goods, services and raw materials.
3. Investments, technologies and development of enterprises.
4. Service infrastructure for development and trade efficiency.
5. Least developed countries that do not have access to seas and island states.

In addition to program directions, UNCTAD also operates in the field of technical cooperation, which is aimed at:

- strengthening the human and institutional potential of developing countries to improve their development conditions;
- expansion of opportunities for the participation of these countries in the world economy, in particular, in international trade, financial and investment activities;
- providing assistance to developing countries in solving their international problems;
- increasing the opportunities of these countries to participate in negotiations on international trade, finance and investment. Financing of technical cooperation is carried out at the expense of UNDP, the European Commission, the World Bank Group, the Inter-American Development Bank, development financing funds, individual donor countries, beneficiary countries officials, that is, the developing countries themselves.

F Answer the questions

1. What is UNESCO?
2. Where is the headquarters of UNESCO located?
3. When was ILO founded?
4. What do the programs of WHO and its bodies include?
5. What are the main tasks of UNCTAD?

G Which of these statements are true?

Correct the false ones.

1. UNESCO - this organization has been active since 1976.

2. The secretariat of the ILO - the International Labor Office - is located in Berlin.

3. The Conference on Trade and Development (UNCTAD) was established by the General Assembly in 1964.

4. The purpose of the organization's activity is not to assist developing countries in solving problems related to the globalization of the MEV and integration into the world economy on a fair basis.

5. The conference - the highest governing body of UNCTAD - is convened once every six years.

LANGUAGE WORK

REPORTED SPEECH

When the reporting verb is in the past, the verb tenses change as follows

DIRECT SPEECH	REPORTED SPEECH
PRESENT SIMPLE	PAST SIMPLE
PRESENT CONTINUOUS	PAST CONTINUOUS
PRESENT PERFECT	PAST PERFECT
PAST SIMPLE	PAST PERFECT
FUTURE	CONDITIONAL
PRESENT PERFECT CONTINUOUS	PAST PERFECT CONTINUOUS

Time words can change as follows

DIRECT SPEECH	REPORTED SPEECH
Tonight, today, this week/month/year	That night, that day, that week/month/year
now	Then, at that time, at once, immediately
Now that	since
Yesterday, last night/week/month/year	The day before, the previous night/week/month/year
Tomorrow, next week/month/year	The following day/the day after, the following/next week/month/year
Two days/months/years etc ago	Two days/months/years etc before

Reported Questions

DIRECT SPEECH	REPORTED SPEECH
He said, "Did you have a nice time?"	He asked if/whether I had had a nice time.
He asked me, "How old is he?"	He asked me how old he was.
He asked me, "Where has he gone?"	He asked me where he had

	gone.
DIRECT SPEECH	REPORTED SPEECH
He said to me, “Come with me.”	He told me to go with him.
He said to me, ‘Don’t lie to me.’	He told me not to lie to him.

A Turn from Direct speech into reported speech

1. “I’ve finished all my work,” she said _____
2. “Why are you looking at me like that?” she asked him _____
3. “Don’t play with matches,” his mother said _____
4. “I’ve forgotten to bring my lunch with me,” he said _____
5. “Will you be home soon?” she asked her husband _____
6. “Go to bed!” Father said to the children _____
7. “I’ll clean the car tomorrow,” Tim said to his father _____
8. “Where have you been?” Peter asked his wife _____
9. “I’ve been working for the same company since 2020,” he said to me _____
10. “Do you know Mary?” she asked me _____

B Turn from Direct speech into reported speech

1. We asked the Purchasing Manager, ‘Did you call the supplier yesterday?’
2. They asked the Project Manager, ‘How many subsidiaries will participate?’
3. ‘He said do me, ‘I think you ought to see the lawyer’.
4. The Office Manager said to the clerk, ‘Send the letter immediately!’
5. He said, ‘The old equipment must be replaced even if it requires a lot of money.’
6. The Finance Manager said, ‘I can only give you preliminary figures’.
7. He asked me, ‘Have you finished the report?’
8. He asked the PR staff, ‘Where do you intend to advertise?’
9. He said to me, ‘Don’t forget to sign the contract’.
10. She said, ‘It may be a good solution.’

C Turn from Direct speech into reported speech

1. He asked the operator, ‘Do you have to learn a new software program?’

2. They asked the Marketing Manager, ‘When will the new product be launched?’

3. He said, ‘I am sorry I have kept you waiting’.

4. She said, ‘We must plan our marketing carefully next summer to avoid such problems’.

5. He said to me, ‘Don’t pay the invoice!’

6. He asked the Sales Manager, ‘What discount will you give to your distributors?’

7. He told me, ‘You must collect more data’.

8. They asked me, ‘Has all the research been completed?’

9. They asked him, ‘How often do you travel abroad?’

10. He said to the boss, ‘If you don’t give me a pay rise, I’ll resign’.

E Turn from Direct speech into reported speech

1. She said, ‘It’s important for you to be at the next staff meeting’.

2. I asked her, ‘Are you prepared for your tomorrow’s presentation?’

3. The Personnel Manager was asked, ‘When will the new training program be introduced?’

4. He said, ‘Let’s go on a tour of the company’s production area, shall we?’

5. He said to us, ‘The purpose of my visit here is to exchange opinions with you’.

6. He said, “I’ve ordered a pizza for dinner”

7. The plumber said to them, “I will come tomorrow and fix the tap”.

8. She asked him “Why did you say that to me?”

9. She said to them, “Don’t speak to your father like that”.

10. The police officer asked “Did you see the robbers?”

F Write the exact words the customs officer asked Helen

The customs officer asked Helen if she had got anything to declare. He asked her if she had bought anything in the Duty Free shop. He also asked her which hotel she was going to stay at. Then he asked her if she minded opening her suitcase. Next he asked her whose camera that was. He asked her if she was meeting anyone there. Finally he asked her what she had got in the bag and told her to have a pleasant stay.

WRITING

A Write an essay on one of the following topics

1. The role of the UN in international economic cooperation.
2. Special institutions under the UN.

UNIT 8 World Urbanization

READING

A Discuss these questions

1. What do you think urbanization means?
2. What are advantages of urbanization?

B Read and translate

Causes of Urbanization in the World

Urbanization can be defined as historical changes in the forms of social life around existing cities in territories considered attractive due to cultural, historical, economic and other reasons. Considering the fact that the cores of urban areas are usually cities, it is important to define the essence of this phenomenon, which has existed, as far as is known, since ancient times in Mesopotamia, the Jordan, Indus and Yangtze valleys. Research in this direction is becoming increasingly problematic due to the fact that various social sciences, based on different basic ideologies, oppose each other. It is only necessary to pay attention to the blurring of the very concept of "city" in urbanized areas, which continues to be used in our times, taking into account its many-thousand-year existence and its symbolic meaning.

The general reason for the emergence of cities is the accumulation of population wealth due to the increase in inequality, the growth of general labor productivity and, as a result, the deepening of specialization: the appearance of professional craftsmen and traders and, later, administrators, soldiers and ministers of worship

If back in the days of the first industrial revolution it was easy to distinguish a city from a purely rural area: it had clearly defined architectural forms and legal boundaries, reflected in the relevant documents, in our time the delimitation of such boundaries is difficult, because there are no clearly visible boundary differences. Existing differences in national criteria lead to the fact that cities are considered to be settlements with 200 inhabitants, as in Denmark, and 50,000, as in Japan. If in some countries there is a purely administrative approach (USA), in others it can be the "urban aspect" of the population or the percentage of rural residents. The difficulties are also related to the complexities of the structures and functions of the modern city and its surroundings.

As a rule, the city is the territory of the largest population concentration compared to the surrounding environment and the concentration of economic, social, cultural, technical and administrative political activities. Interrelationships between these internal functions, as well as their impact on the environment, require consideration of the city as a complex system, the elements of which must be analyzed from three points of view: 1) the functions they perform, 2) landscaping for their performance, 3) the relationships that arise between them. This should also include the environment of the city system, which is not only the natural environment of the city, but also the sphere of its socio-economic functioning, provision of legal, administrative, and cultural functions. It should also be noted that, although most of them arose as centers for the preservation and processing of agricultural products and near mineral deposits, nowadays the activity of the first sector is decreasing at the expense of the secondary, tertiary, and even quaternary.

It should be noted the ability of cities to form huge reserves of information - in the field of education, technology, management, finance, management, medicine, recreation. Thanks to localization in the city, all this knowledge and institutions are relatively easily accessible to consumers thanks, in particular, to the emergence of intermediary activities in this field, which is developing rapidly, especially in large urban areas. Large cities provide more high-quality information and therefore not only develop their respective businesses faster than small cities, but also grow faster themselves. When determining the role of cities in the national and international economy, urbanism distinguishes two groups of functions - city-forming (exogenous) and city-serving (endogenous). The first are related to external functions that determine the position of the city in the environment, which can be limited to a purely adjacent territory or have a global scale.

Cities concentrate investment opportunities and jobs, providing economic development and high-paying occupations, easier access to goods, services, location and, in general, a better quality of life, which stimulates the migration of rural residents to urban areas. All this contributes to the strengthening of their economic, political, financial, and cultural role.

The expansion of urban areas leads to their merging and the emergence of unique megacities that often cross national borders, concentrating on their territory the most dynamic areas of social, economic and administrative influence on a global scale.

Concentrating huge capital, highly qualified workforce, such megacities have become real nerve nodes of the world economy, generators of innovations

C Which of these statements are true?

Correct the false ones

1. Urbanization cannot be defined as historical changes in the forms of social life around existing cities.
2. The general reason for the emergence of cities is the accumulation of population wealth due to the increase in inequality, the growth of general labor productivity.
3. The city is the territory of the smallest population concentration compared to the surrounding environment and the concentration of economic, social, cultural, technical and administrative political activities.
4. Cities concentrate investment opportunities and jobs.
5. The expansion of urban areas doesn't lead to their merging and the emergence of unique megacities that often cross national borders.

D Read and translate

Contribution of cities to the development of world civilization

The modern avantgarde role of cities in the social life of societies cannot be doubted. But the question arises, what was it like before? A common view is that the city grew on a natural basis - rural settlement and, accordingly, its economy is a continuation of the rural economy. The dogma about the primacy of agriculture still dominates. But if you carefully analyze both the historical and contemporary aspects of the relationship between the city and the countryside, doubts arise about these established views. American researcher D. Jacobs provides an interesting and logically based argumentation on this issue

She argues that there are numerous examples of how agriculture cannot achieve acceptable levels of productivity unless it uses the goods, services and innovations that emanate from cities. Areas farthest from cities demonstrate lower productivity. The rise of agricultural production follows the growth of cities. An example can be Japan, in

which before the Second World War, despite the industriousness and thrift of farmers, most people were half-starved. The basis of the Japanese diet was rice, and the lack of food was explained by the limited land suitable for growing plants, which justified the need to conquer the territories of Southeast Asia. But immediately after the end of the war, agriculture experienced amazing changes that cannot be explained only by reforms in the agricultural sector. This result can be explained by the influence of urbanized activities. The village began to receive fertilizers, machines, electricity, refrigeration equipment, the results of the work of geneticists, that is, goods and services that were created in cities. As a result, since 1960, the domestic demand for rice, which was previously traditionally imported, has been fully satisfied, and its consumption has also decreased due to an increase in the variety of food products, in particular, fish, which began to be caught much more in seiners built in urban shipyards. Farmers also increased production of milk, meat, eggs, fruits and vegetables. Consequently, Japan has achieved agricultural productivity growth through urban economic growth, and this has been achieved in a shorter period of time than in the US and Western Europe, which is an example for other food-scarce countries. To this we can add a vivid example of Israel - in a dry desert, a highly productive agriculture was created in a short period of time, which increased the production of products 17 times in 25 years.

Thus, it can be concluded that modern agricultural productivity is based on hundreds of innovations created in cities and spread in the agricultural sector. Plants and factories for the production of fertilizers, machinery, agrostations, etc., even located in rural areas, owe their appearance not to the village, but to the city. And this is explained not by the "stupidity" of the peasants, but by the especially favorable conditions for innovation that are formed in the cities. All the assets of technical progress in the agricultural complex usually had their predecessors in industry: electricity, mechanical devices, high-quality roads, etc. The cultivation of hybrid varieties, in particular, dwarf varieties of wheat, sunflower, and rice, which led to the revolution of the agricultural sector, was developed not in rural areas, but in urban laboratories by scientists who promoted the results of their inventions for a long time.

The main demographic innovation of the 20th century. there is not only the growth of cities, but also the spread of urban areas. This term (Urban sprawl. English) is

associated with the emergence of numerous disproportions: significant costs for transport, social segregation, problems with waste disposal, etc. Such blurring is provoked by lower prices in the suburbs or the desire to settle in more prosperous countries for various reasons. For example, Finnish retirees move to specially built towns in Spain, where prices are lower and the climate is more favorable. Under these conditions, the concept of "sustainable development" has a special relevance to cities.

F Answer the questions

1. What follows the growth of cities?
2. What did the village begin to receive?
3. Who increased production of milk, meat, eggs, fruits and vegetables?
4. Has Japan achieved agricultural productivity growth through urban economic growth?
5. What is the main demographic innovation of the 20th century?

LANGUAGE WORK

ADJECTIVES COMPARISONS

Adjectives describe nouns and normally come before nouns and after “be”.

Comparisons

Adjectives of	Positive	Comparative	Superlative
One syllable	small	smaller	smallest
Two syllables ending in -er , -ly , -y , -w	happy	happier	happiest
Two or more syllables	modern	more modern	The most modern

Irregular Forms

Positive	Comparative	Superlative
good/well	better	best
bad/badly	worse	worst
much	more	most
many/a lot of	more	most
little	less	least
far	further/farther	Furthest/farthest

Types of Comparisons

as (positive) as not so/as (positive) as	John is as clever as Peter Mary is not as/so tall as Jane
less (positive) than the least (positive) of/in	Paul is less hard-working than Alex Helen is the least hard-working of all
the + comparative , the + comparative	The harder you work, the more money you earn.

Order of Adjectives

	opinion	size	age	shape	color	origin	material	used for	noun
That's a	nice	large	old	rectangular	black	Chinese	wooden	linen	chest

A Put the adjectives in the correct order

1. A Chinese/little/pretty girl
2. A(an) wedding/expensive/satin/white dress
3. A detective/new/brilliant/French film
4. A(an) Greek/ancient/fascinating monument
5. A(an) pair of/leather/black/walking/old shoes
6. A(an) German/brown/enormous/beef sausage
7. A red and white/lovely/marble/Turkish chess set
8. A round/gold/big medallion
9. A grey/smart/cotton/new suit
10. A(an)motorcycling/old/black/dirty jacket.

B Fill in the blanks

I went on holiday last year but it was a disaster! My hotel room was _____ (small) than the one in the photograph in the brochure. I think it was _____ (small) room in the hotel. The weather was terrible too. It was _____ (cold) than in England. The beach near the hotel was very dirty – it was _____ (dirty) of all the beaches on the island. The food was _____ (expensive) than I expected and I didn't have enough money. One day I went shopping in a big department store and I broke a vase. It was _____ (expensive) vase in the whole shop. But _____ (bad) thing of all was that I lost my passport and I couldn't go back home. It was _____ (horrible) holiday in my life.

C Fill in the blanks of correct adjectives

1. My father is heavy. My uncle is much _____ than my father.
2. The test in Geography was easy, but the test in Biology was _____.
3. Florida is sunny. Do you know the _____ place in the USA?
4. Stan is a successful sportsman, but his sister is _____ than Stan.

5. My mother has a soft voice, but my teacher's voice is _____ than my mother's.
6. Amy has a beautiful baby, but my daughter has the _____ baby on earth.
7. I live in a large family, but my grandfather lived in a _____ family.
8. We have only little time for this exercise, but in the examination we'll have even _____ time.
9. Lucy is clever, but Carol is _____ than Lucy.
10. Have you visited the old castle? It was the _____ castle we visited during our holidays.

D Write comparisons for the following as in the example:

1. Snake are dangerous. *Yes, but tigers are more dangerous*
2. Spain is a hot country.
3. Pearls are expensive.
4. Dogs are intelligent.
5. Greek is a difficult language.
6. Travelling by bus is safe.
7. Elephants are slow.

E Complete each sentence as in the example

1. (It's dangerous). The faster you drive, *the more dangerous it is.*
2. (Your marks will be good). The harder you work, _____
3. (I feel feet). The more I exercise, _____
4. (We'll get there late). The later we leave, _____
5. (It is quiet). The further we are from the city, _____
6. (The roads became busy). The nearer we got to the city centre, _____

F Choose the correct adjectives

1. Nick is (happier, the happiest) boy that I know.
2. Of the six cars, I like the silver one (better, best)
3. Jane's notebook is (cheaper, the cheapest) than mine.
4. This is (more delicious, the most delicious) cheese-cake I have ever had!
5. This bookcase is (more beautiful, the most beautiful) than that one.
6. Do you feel (better, the best) today than yesterday?

7. I think my cat is (prettier, the prettiest) of all the cats in the world.
8. Steve Jobs is (more famous, famouser) than Stephen Wozniak.
9. This week the weather is (hotter, more hot) than last week.
10. Our new house is (more expensive, expensiver) than the old one.

WRITING

A Write an essay on one of the following topics

1. Features of urbanization in Ukraine.
2. Contribution of cities to the development of world civilization.

UNIT 9 International Franchising

READING

A Discuss these questions

1. What do you think franchising means?
2. What the form of franchise systems do you know?

B Read and translate:

Franchising

Franchising arose in the process of integration of the traditional distribution network and is one of the marketing techniques. According to the definition of the International Franchise Association (IFA), franchising is a long-term relationship based on the provision of sales training, organizational and management support and special trading privileges to the franchisee (buyer) from the franchisor (seller), who receives an appropriate fee. Franchising means granting the right to engage in trade and marketing of certain goods or services, using the name of the company - supplier or manufacturer, its reputation and sales techniques. The subjects of the franchising system are thus the franchisor and the franchisee. The first grants the franchise, and the second acquires and uses it. In this context, a franchise means a privileged right granted under a contract. A franchisor is, as a rule, a product manufacturer, parent company, seller, licensor, and a franchisee is a dealer, a sales network, a member of a sales association, a licensee. Payment for the franchise package is made in the form of a fixed amount or in a certain proportion of the sales amount, as well as by purchasing equipment and materials from the franchisor. The franchise package is an object of privileged right granted by the franchisor to the franchisee for a certain period of time for use in a certain territory. The objects of the franchisee are the company name, trademark, product, design of the trade hall equipment, the choice of the place of trade, the standardized model of management and training, internship, the search for financial means, research and surveys conducted by the franchisor. From a legal point of view, the franchise system cannot be qualified as an ordinary economic organization. The franchisee is not an employee or a representative, and at the same time he is not an independent entrepreneur, since the methods and conditions of his activity are determined by the franchisor. Therefore, the franchisee is simultaneously an employee, a representative, and an entrepreneur. The

franchise system, which arose in the process of vertical integration of the sales network, is an effective modern marketing method of business organization. Franchising has many positive aspects, although it also has negative effects.

The franchisee receives the following benefits from franchising:

- 1) receiving comprehensive support;
- 2) use of a well-known brand;
- 3) the opportunity to compensate for the lack of specialized knowledge and experience;
- 4) reduction of risks;
- 5) sales stimulation through the use of comprehensive franchisor advertising;
- 6) increasing adaptation to changes in the market environment;
- 7) the possibility of obtaining operational assistance in solving current economic issues.

The franchisor receives the following benefits:

- 1) the opportunity to make a profit without much risk;
- 2) a firm with a small capital can strengthen its capabilities and expediently use the economic potential of other firms;
- 3) it is easier to expand the scope of activity beyond the existing ones, competitiveness is increased;
- 4) the opportunity to concentrate on the development of franchisee programs;
- 5) reduction of costs associated with independent expansion of activities;
- 6) improving the image of the company in the host country;
- 7) benefits arising from direct management of the franchise: ease of control, high profitability, facilitation of feedback and adjustment of strategy, reduction of costs due to centralization of accounting and other functions.

The disadvantages of franchising from the point of view of the franchisee are:

- 1) the potential profitability advertised by the franchisor may not be true;
- 2) since the franchisor can unilaterally terminate and not renew the contract, the position of the franchisee is unstable;
- 3) the services provided by the franchisor are difficult to evaluate;
- 4) the peculiarities of the individual franchisee's activities are not always taken into account.

From the franchisor's point of view, the disadvantages are as follows:

- 1) he bears expenses related to the settlement of various types of conflicts;
- 2) usually the franchisee tries to become independent;
- 3) the franchisee does not always try to ensure high efficiency;
- 4) if the franchise fee is set as a share of the total revenue, then its true amount may be hidden.

C Answer the questions

1. Who is franchisee and franchisor?
2. What is franchising?
3. What are the objects of the franchisee?
4. What benefits does franchisor receive?
5. What are the disadvantages of franchising from the point of view of the franchisee?

D Which of these statements are true?

Correct the false ones

1. Franchising is one of the finance techniques.
2. The franchisee is an employee, a representative, and an entrepreneur.
3. Franchising has less positive aspects.
4. Payment for the franchise package is made in the form of an unfixed amount.
5. The franchisor doesn't receive benefits.

E Read and translate

The Form of Franchise Systems

The classification of franchise systems can be different depending on the goal. "Franchising in the Economy", which is published by the US Department of Commerce, divides franchise systems into 18 types depending on the type of activity, and depending on the economic entities - into the basic franchise firm and the associated franchise firm. Division can also be carried out depending on the territorial or operational approach. In the case of a territorial franchise system, a manufacturer or wholesaler, in order to sell goods and services, grants an associated company, which has the necessary equipment and resources, the privileges of using the company name and trademark in a certain

territory and for a certain period of time, as well as management in all business matters. The operating franchise system provides for profit not due to the sale of goods through the franchisee, but due to the sale of the components of his franchise package - the company name, trademark, commercialization plans, various types of consultations, management, etc. There are four main forms of franchising, depending on the economic entities. The types of franchise systems depending on the entities operating in the sales sphere are as follows:

Type I: manufacturer-retailer.

Type II: manufacturer - wholesaler.

Type III: wholesaler - retailer.

Type IV: service producer – retailer.

Type I: producer – retailer. Systems of this type prevailed for a long time and were practiced in those cases where convenient transport communications were available, using which the producer could be integrated into his system network of retailers in a certain territory. This type of franchise system is represented by the following varieties:

1) the retail establishment is fully included in the franchise system. Classic examples are "Ford", "Crysler", "General Motors". More than 90% of paints and lubricants are sold through such systems;

2) one section of a retail establishment is included in the franchise system. Such a system is practiced in department stores and specialized stores by manufacturers of light industrial goods and alcoholic beverages;

3) only one product group is included in the franchise system.

This system is practiced mainly by manufacturers of equipment, radio and television equipment. At the same time, the retail establishment sells goods of various competing companies.

Type II: producer – wholesaler. Systems of this type are practiced when the market is very developed, when you have to deal with small batches of goods. In this case, the manufacturer transfers sales functions to a wholesaler with whom he concludes a franchise agreement. Typical examples are "Coca Cola", "Pepsi Cola", "Seven - Up" and other beverage manufacturers that supply beverage concentrates to wholesale establishments. The latter supply ready-made drinks to retailers. This system has been

used since 1891 - since the beginning of franchising - and today about 90% of drinks are sold according to this system

Type III: wholesaler – retailer. Systems of this type are used in cases where the manufacturer produces a limited range of goods, and the wholesale establishment, receiving a variety of goods from many manufacturers, integrates retailers into the franchise system. Thus, wholesale establishments become a franchise company, and retailers become its associates. This system has become widespread in the production and sale of medicines, haberdashery, and sporting goods.

Type IV: service producer – retailer. In systems of this type, the service firm, in order to effectively provide services to consumers, provides retail units with a standardized company name, trademark, methods of production and sale of services. An important asset here is a well-known company name, trademark and manager. This type of franchise system is used in motel chains, restaurants, snack bars, as well as in car rental,

Depending on the franchise agreements, territorial, operating, and mobile franchises are distinguished; joint ownership franchise, joint management franchise; leasing; licensing; production permit franchise; service franchise. The strategy in the field of ownership of a franchise firm entering the international market is very diverse. From the point of view of the theory of foreign direct investment, forms of ownership are divided into full ownership, majority ownership, and minority ownership depending on the capital share. But the forms of ownership formed in international franchising are not limited to forms based on equity shares. Here, since there is constant management control, another classification of forms of ownership is necessary. Based on the study of American franchise firms, the following forms of ownership were identified: - full franchisee ownership; - property of a territorial franchisee; - property of the base company; - multilateral joint investments; - individual joint investments. 58% of firms are managed on the basis of sole proprietorship, on the basis of multi-sector share ownership - 42%. At the same time, more than 70% of foreign catering establishments are managed on the basis of multilateral ownership. Full franchisee ownership is used by more than 47% of firms. This form eliminates the need to find financial means on the

local market and the threat of property loss, and at the same time provides an opportunity to penetrate the foreign market.

F Which of these statements are true?

Correct the false ones

1. The classification of franchise systems cannot be different depending on the goal.
2. There are eight main forms of franchising, depending on the economic entities.
3. The types of franchise systems depend on the entities operating in the sales sphere.
4. Today about 100% of drinks are sold according to type III.
5. The strategy in the field of ownership of a franchise firm entering the international market is very diverse.

LANGUAGE WORK

QUESTIONS

Yes/No Questions

To form questions we put the auxiliary or modal verbs before the subject.

Wh-questions

Wh-questions begin with a question word (WHO, WHAT, WHERE, WHEN, WHY, WHOSE, WHICH, HOW, etc)

Subject/Object Questions

If WHO, WHICH or WHAT are the subject of the question, the word order is the same as in statements.

If they are the object of the question, the verb is in question form.

Question Tags •

Question tags are short questions put at the end of a statement. We use them, not to ask for information but for confirmation of or agreement to our statement. He can drive, can't he? • We form question tags with an auxiliary verb and a personal pronoun (I, you, he, it, etc.). A question tag has the same auxiliary verb as in the statement. If there is no auxiliary verb in the statement, we use do, **does** or **did** accordingly.

A positive statement is followed by a negative question tag and a negative statement by a positive question tag.

He likes apples, doesn't he?

She doesn't like apples, does she?

He never complains, does he?

If we are sure of what we are asking and we don't expect an answer, the voice goes down (falling intonation). If we are not sure and we expect an answer, the voice goes up (rising intonation).

- | | |
|----------------------|-------------------------|
| 1 "I am" | "aren't I?" |
| 2 "I used to" | "didn't I?" |
| 3 Imperative | "will/won't you?" |
| 4 "Let's" | "shall we?" |
| 5 "Let me/him", etc. | "will/won't you?" |
| 6 "I have (got)" | "haven't I?" (=possess) |

7 "I have" (used "don't/doesn't/ idiomatically) didn't I?"

8 "There is/are" "isn't/aren't there

A Write questions to which the words in bold are the answers

1. **Sam** met Julie.
2. Roger spoke to **Jean**.
3. **Ella** phoned Stuart.
4. Jenny will see **Rosie**.
5. Steve has left a message for **Jim**.
6. Ted doesn't like **Sue**.
7. **Pam** will visit Tom.
8. Jim is playing with **Richard**.

B Write questions to which the words in bold are the answers.

Giant Pandas live **in China**. They are **black and white animals that have round heads, small black ears and short tails**. They sleep **during the night**. They sleep for **about 8 hours**. They always eat **bamboo**. Giant Pandas are about **150 cm tall** and often weigh about **90 kilos**. They can **climb trees**. They live for about **15 years**.

C Add question tags to the following statements.

1. Ben sits at the back of the class,?
2. He's got dark brown hair,?
3. He wears glasses,?
4. They talk a lot in class, ?
5. Christiana's in the same class,..... .?
6. Her parents are British,?
7. Let me help you,..... ?
8. Ann called Sam, ?
9. She won't tell us the truth, ?
10. Get out, ?
11. Rosa has got a pet cat,.....?
12. They aren't going to Paris, ?
13. She can sing well, ?
14. Paul will do the shopping,?

15. He never speaks rudely, ?
16. Let's clean the room, ?
17. Mary didn't use to work so late, ?
18. She has breakfast at 7:30 am, ?
19. Let her do it, ?
20. John spoke to Nick, ?
21. Rania wears glasses, ?
22. I am early for the meeting, ?

D Write questions about the statements using the words in brackets

1. I like playing tennis. (you)
2. She goes to parties. (How often)
3. They went to London. (When)
4. She is crying. (Why)
5. Oliver can swim. (dive)
6. Ali hasn't arrived yet. (Who)
7. He'll do the cleaning. (washing-up)

WRITING

A Write an essay on one of the following topics

1. What types of ownership strategies are used in international Franchising?
2. What is the specificity of international franchising?

Part II
Self-Study
VOCABULARY

№1 Give the English equivalents of the words

Banknote

borrow

be broke

budget

cash

cashier

check

coin

currency

debt

deposit

donate

exchange rate

fee

interest

invest

legal tender

lend

loan

owe

receipt

refund

tips

withdraw

№2 Give the English equivalents of the words

bank card

bar code

bulk
cash
cash register
change
coins / change
counterfeit
coupon
consumer
currency
customer
service
debit card
discount
identification
log
manual
merchandise
price tag
receipt
refund
sale
serial number
supplies
supplier

Nº 3 Give the English equivalents of the words

advertisement
advertising agency
benefit
billboard
campaign
circulation

commercial

coupon

direct mail

double-page spread

eye-catcher

features

hype

jingle

launch

mass media

poster

prime time

promote

slogan

slot

sound bite

spam

spot

tabloid

target

Nº 4 Give the English equivalents of the words

absentee

agenda

agent

agreement

attendee

chairman / chairperson

commitment

compromise

condition

conference

consensus
contract counter-offer
deadline
deal
know-how
joint venture
objective
proposal
summary
task
tender

Nº 5 Give the English equivalents of the words

brand
consumer
cost (cost, cost)
develop
distribution
image
label
launch
mail order
market research
packaging
point of sale
product
public relations
registered (®)
sponsor
total product
trademark

WRITING

A Write an essay on one of the following topics

Exercise 1

Nowadays many jobs are more stressful and the working day is longer. What are the reasons for this? What can employers do to help employees?

Exercise 2

Enormous efforts are made into researching and marketing 'the perfect potato crisp' while research of the stress at work, for example, is ignored. How important are staff working conditions? Should employers research and improve the working conditions of their staff or should they concentrate more on their product?

GRAMMAR

I. Put the verbs into the past simple and then the present perfect.

Examples:

He teaches politics at the university - He taught / He has taught politics at the university

Does she hear the good news? - Did she hear / Has she heard the good news?

1. We pay in advance.
2. I find several mistakes in the invoice.
3. Do we send out the new brochure?
4. We do not have much success at the trade fair.
5. Consumer spending rises.
6. We choose the new design.
7. The bank lends us \$75,000.
8. He rings to congratulate us on winning the contract.
9. Do we spend the entire advertising budget?
10. Their shares fall sharply.
11. Does his mistake cost the company a lot of money?
12. He does not bring his laptop with him.
13. We beat last year's sales figures.
14. The journey takes three hours.
15. Cycling to work becomes very popular.
16. The students seek advice from a careers advisor.
17. I do not tell him to take the day off.
18. The final episode of the medical drama draws a huge audience.
19. They do not fight very hard to keep the company afloat.
20. We run out of good ideas.
21. She puts the sensitive reports in the shredder.
22. He swears never to use that supplier again.
23. I split the presentation into three parts.
24. They do not build the new business park.
25. She does not fly to Los Angeles.
26. Does he always feel optimistic about the company's future?
27. We hold an urgent meeting.
28. Do they buy a stake in the company?

II. Complete the text with the appropriate past forms of the verbs in brackets.

The Ford Motor Company, which (be) in business for over 100 years, (reach) a critical moment in its history. Dwindling market share, a saturated domestic market and falling prices are just some of the problems that William Clay Ford Jr, the new CEO, (have) to face since he (take over) the top job in 2001. The company (perform) poorly in recent years. The latest figures indicate that Ford's share of the European market (' fall) by as much as four per cent. In the USA the situation is little better. Nissan (open) a new factory in 2003 and last year (produce) 400,000 pick-ups and sports utility vehicles (SUVs), which are exactly the sort of vehicles that the Ford Motor Company (rely on) over the years to provide its profit. However, William Clay Ford Jr is fighting back. He (shift) the company's focus away from luxury brands like Aston Martin and Jaguar and back to the less glamorous but more profitable vehicles such as the F-150, the bestselling pick-up in the USA.

III. Rewrite the sentences in Passive Voice.

1. I confirm the reservation.
2. We will deliver the goods immediately.
3. We arranged a meeting.
4. You can cancel the contract within five business days.
5. They execute all orders carefully.
6. You have made a mistake.
7. We are processing your order.
8. Jane had booked a flight.
9. He has not answered our letter.
10. She did not sign the contract.

IV. Phrasal verbs in Business. Complete each of the following sentences with the correct phrasal verb on the right:

Crack down on, cut down on, sound out, factor in, hold off on, play out, pop up, ramp up, miss out on, buy out

1. The broker told me tobuying that stock. (= to not buy that stock yet)
2. The government plans toinversion deals. (= to take measures against inversion deals)

3. The initial bid to buy the company fell through, but most people agree that new bids will..... (= materialize)
4. Most big companies havehiring. (= are hiring less people)
5. They plan to (= increase) production in the fourth quarter.
6. Investors are curious to see how this will (= unfold) in court.
7. They failed to (= buy shares from) the remaining shareholders.
8. Tomorrow she plans to (= question) a couple of experts to get some insight on the matter.
9. I do not want you to (= fail to capitalize on) emerging markets.

10. You forgot to (= consider, include in the equation) all the outstanding debt.

Keep tabs on, push for, fall behind, run out, lay off, force down, cap off, mark up, let on, wipe out

11. Ford plans to1,000 workers this year. (= 1,000 workers will lose their jobs)
12. The company managed to (= complete) the year with a profitable quarter.
13. If they do not invest in their infrastructure, they will (= start to perform worse than) their competitors.
14. The statute of limitations will (= expire, end) next month.
15. Rumor has it that the CEO is going to (= ask for, request) a return to the core values of the company.
16. This will most likely lead them to (= increase) their prices next year.
17. They (= pretended) that their customers had better credit ratings than they actually did.
18. The attempt to (= lower) interest rates failed.
19. Most analysts believe that the President's plan will not (= eliminate) the national debt as he claims it will.

20. If we do notexpenditures (= observe expenditures carefully), we will go bankrupt. (* not technically a phrasal verb, more of an idiom)

V. Fill the gaps with these phrasal verbs in the correct form.

Back up, carry out, come up, get on, keep up with, lay off, put back, run out of, sort out, and take on

1. Thanks to the Internet millions of people are finding it far easier to _____ current events.

2. I will be away on the 14th June. Could we _____ the meeting _____ to the 17th?

3. How are you _____ with that report? Have you almost finished?

4. Business is booming! Next month we are _____ twenty new staff.

5. I have asked my PA (=personal assistant) to _____ the travel arrangements for our trip to India. She will have it all organized in no time.

6. Sales have been so poor this year that we will have to _____ some of our staff.

7. The printer is _____ toner. I will get a new cartridge from the stationery cupboard.

8. Last year the company _____ a survey to find out how much money families spend on eating out and leisure activities.

9. You should _____ these files regularly as they contain very valuable data.

10. I am afraid I cannot come to my English lesson, something has _____ and I will have to work late.

READING

U.S. Financial System

Read the text and decide whether the following statements are true or false.

Corporations have the need to raise capital for a number of reasons. Smaller firms need capital to start up operations. Larger firms need capital to expand operations and to finance inventory. There are various ways in which a firm can raise capital through the financial system and numerous individuals and entities that can assist a corporation in this crucial venture.

Start-up firms and small businesses petition investors are known as venture capital. Venture capital comes from wealthy investors, usually a group, who can see the potential for growth in smaller businesses. In the early 1990s the Securities and Exchange Commission (SEC) expanded its role to assist small businesses. The SEC made it easier for small businesses to raise capital through public stock offerings.

Corporations also raise money to finance debt. Businesses sell bonds to investors in order to raise money for working capital and capital expenditures. The corporation agrees to pay back the principal plus interest, therefore making the investors creditors. Bondholders are able to sell bonds to others before they are due. Selling bonds are beneficial to corporations because, in addition to raising capital, bonds also have much lower interest rates that are tax deductible. The down side is that corporations must make interest payments regardless of whether they turn a profit. This often is not an option for smaller businesses.

Larger corporations that exist as public companies can also sell bonds in order to raise capital. Public companies can issue preferred stock along with common stock. Preferred stock is a higher-ranking stock than common stock and preferred stock holders have a greater claim to a company's assets and earnings. Holders of preferred stock may also have dividends paid before holders of common stock and these dividends are paid at regular intervals, whereas common stock dividends are only paid out when a board of director's decides to make a payout. Preferred stock often has no voting rights, however, as opposed to common stock. Preferred stock is usually offered to investors, whereas common stock is usually offered to employees.

Another means of raising both short and long-term capital is through international markets. According to authors Stanley Block and Geoffrey Hurt (2005), "When the markets are good, money is cheap and easy to find, and when the markets are bad, money is hard to find and relatively expensive. The world economic markets often move back and forth between the two extremes".

Short-term markets, or money markets, consist of securities that will mature in a year or less. Money markets provide short-term funding for the global financing system. Treasury bills and commercial paper are bought and sold in money markets.

Corporations may also use more traditional methods for raising capital by borrowing from banks and other established lenders. Businesses that require financing for inventory often borrow from banks. Firms can use retained earnings, or profits, to raise capital. Depending on the size of the corporation, some or all of a company's profits may be held back for further investment before issuing dividends.

Corporations often look to investment bankers to handle many of these functions. Investment bankers typically have a solid background in finance and economics and are specialists in financial analysis. These bankers act as intermediaries, or intermediaries, between corporations looking to raise capital and investors. Investment bankers oversee the issuing of bonds, manage selling a company's stock and advise corporations on acquiring and merging with other companies.

True or False

1. Bondholders are able to sell bonds to others before they are due.
2. Public companies can issue preferred stock along with common stock.
3. Money markets provide short-term funding for the global financing system.
4. The Federal reserve system is the Central Bank of all countries
5. Investment bankers typically have a solid background in finance and economics and are specialists in financial analysis.

WRITING

Exercise 1. Write 10 questions to the text.

Today, usually workers extend their working time beyond the conventional period. This, in turn, creates negative side effects to the employees, both mentally and physically. Let me examine the reasons for this stress at work place, and provide some measures that employers could take in order to change the existing lifestyle of the employees into a happier one.

To begin with, one of the major reasons, which make working-class people to fall into a stressful life, is due to the heavy pressure given from the employers' side to finish the project on time. However, another reason is that, from the employees' point of view, they need to secure the work by showing better performance, and they are in a place to work for incentives in this world of skyrocketing consumer goods price. To illustrate this, a rising number of corporate offer several awards for the best performers; this in turn

stimulates workers to work for extra hours to achieve their targets. Alternatively, the employees could apply smart work instead of hard work, thus it decreases the long working hours.

Nevertheless, there are various measures that company directors could take to ease the lives of many. Primarily, they could hire more employees, as the work burden can be shared among them. Moreover, bosses must take projects from the clients within a certain limit with respect to the work force they possess. For instance, Google, an internet giant company, renders many recreational activities, such as meditation and gym at the work place, which makes their employees the happiest people at work, according to a recent survey. These actions are the need of the hour in every organization, since they help to get rid of tension, stress, and pressure, and provide great relief.

In conclusion, smart work by the employees and additional employee benefits offered by the employers not only facilitate people's life better, but also decrease working hours significantly. Therefore, I believe that happier employees and lenient employers would increase the productivity largely.

Exercise 2. Write 10 questions to the text.

Nowadays, most businesses are concerned primarily with improving and pushing products at all costs, therefore neglecting the strain this strategy puts on their personnel. I believe it is of vital importance to restrain excessive workload. I also think employers should pay more attention to organizing friendly working environment for their employees.

In my point of view, conditions that employers provide for their personnel are very important. First, uncomfortable offices affect the pace of work. Extra efforts to keep everything organized may become the biggest time wasters. Secondly, inconvenient timetables influence labor productivity. Repetitive long hours at work get workers exhausted. Finally, relations between managers and employees matter. Unfriendly atmosphere undermine self-esteem, co-operation and ability of staff to come up with creative ideas.

I convinced that researching and improving employees working conditions is rewarding. To begin with, improving workplace is an integral part of effective personnel policy. It helps a company become the employer of choice for skilled workers.

Furthermore, neglecting to monitor the wellness of staff leads to extra expenses since more workers would use the insurance plan. Finally, businesses seeking efficiency should gather information on the latest advances in workspace ergonomics. Strong competition forces employers to upgrade staff work areas to boost the performance of staff.

I also feel that concentrating solely on the product is ineffective. For one thing, marketing, even most aggressive, would not make the product any better. For another, companies overlooking workers' needs in favor of merchandise are unstable. Staff retention problems restrain the company's potential to come regularly on the market with new offers. At last, neglecting staff damages the reputation of a manufacturer. Customers might refuse buying a product, if they know it is made through hard exploitation of workers.

To summarize, employers should accept working conditions as being very important to successful company development. Disregarding researching and improving working conditions undermines enormous effort put into promotion of the product.

READING

WHAT ECONOMICS IS NOT

Read the text below .

Let us start with what economics is not. Economics is not a meal ticket to make lots of money in the stock market, although economics helps you understand how stock markets and other markets work. Economics also is not a business degree, although economics teaches important business skills. (1) _____ As such, economics helps to explain the mysteries of how people and society operate.

Economics is defined as the study of how people choose to use their scarce resources in an attempt to satisfy their unlimited wants. (2) _____ Think, for example, why you do not own a Ferrari or a Porsche (if you do, congratulations). You probably cannot afford to purchase these expensive automobiles, or even if you can, this is not the best use of your money. You may want a Ferrari, and in fact, there is no prohibition against your buying a Ferrari. However, you do not have the resources - namely, money - to buy a Ferrari.

Take this one-step further. Why don't you go to the movies every night, or go out dancing until 2 AM every evening? You may want to, even prefer to, but you cannot

because you have homework, or a job, or both. Even if you could financially afford this lifestyle, your time is a scarce resource. (3) _____

Economics builds scientific models to explain why people behave the way they do. In addition, economists use these models, in conjunction with their observations of the world, to analyse and explain why things happen the way they do.

Does this sound boring? It should not. (4) _____

Even more, economics is about finding the truth, even if the truth may go counter to what you, and most people, may intuitively believe. As one economist put it, economics is about paradoxes, about providing answers to riddles that are contrary to accepted opinion yet are true. Think about a few such paradoxes:

Supermodels and athletes may be better off bypassing college for professional work than by attending college. Why? The potential income they forego by attending school is greater than the benefit a college degree brings to a supermodel or star athlete. This is not to say that education is bad, or supermodels cannot afford college; rather, it simply says that the allocation of time is better spent working than by attending school.

5) _____ Traffic jams seem to be unavoidable. What if drivers needed to pay a toll, say \$1, during busy rush hours. This would certainly prevent some drivers who did not need to drive from driving during rush hour, and traffic congestion would lessen. In economics, driving is a necessity and freeways, time, and money are resources. If we could better allocate these resources, then we could lessen traffic.

This is what economics is all about - finding answers to problems that are not always, as they seem to be.

Why major in economics? Economics teaches valuable skills and problem-solving techniques that will help you solve the mysteries life presents. However, there is another reason. (6) _____ In addition to academia and government, economists work in all facets of the business world, including manufacturing, mining, banking, insurance, and retailing. Not to mention sports, recreation, entertainment, and technology.

Why do businesses need economists? First, economists are trained to think analytically and critically to solve complex problems. Second, and relatedly, (7) _____ And so economists are trained to recognize human behaviour in

relation to work, production, distribution and consumption, the fundamental operations of most businesses.

Businesses began to hire economists in increasing numbers shortly after World War II, and the economics profession has grown rapidly ever since. Both large and small firms hire economists. Large firms tend to have whole divisions dedicated to economic research, with a number of economists addressing specialized areas. Smaller firms, on the other hand, tend to hire only one or two economists to address a number of general areas: planning, forecasting, finance, and other duties.

(8) _____ Economists analyse data and provide information; the manager uses this information to make decisions. The public profile may not be there, but the power of the information is great. This may explain why so many corporate CEOs rose to their positions through the economics division.

Ex.1. Choose the best sentence A-G to fill each of the gaps 1-8. Do not use any of them more than once.

- A Again, economics is about solving problems.
- B Economics is a social science
- C In other words, we have unlimited possibilities in life to do whatever we want, but we are limited by the resources we have to do these things.
- D Namely, jobs, and decent-paying ones at that.
- E The role of the economist may differ from that of the manager.
- F Traffic jams can be prevented.
- G You need to spend time studying or working which prevents you from movie watching and dancing.
- H Economics, primarily, is a social science.

Ex.2. Read the text and decide whether the following statements are true or false. Correct the false statements.

1. Economics helps you understand how stock markets and other markets work.
2. Economics is a business degree.
3. Economics teaches important business skills.
4. Economics helps to explain the mysteries of how people and society operate.

5. Economics is defined as the study of how people choose to use their unlimited resources in an attempt to satisfy their scarce needs.

6. Economics builds scientific models to explain why people behave the way they do.

7. In economics, driving is a resource and freeways, time, and money are necessities.

8. Economists work in all facets of the business world, including manufacturing, mining, banking, insurance, and retailing.

9. Economists are trained to think analytically and critically to solve complex problems.

10. Only large firms hire economists.

11. Large firms tend to have whole divisions dedicated to economic research, with a number of economists addressing specialised areas.

Ex.3. Read text again and answer the following questions.

1. What is not economics?
2. How is economics defined?
3. Why does economics build scientific models?
4. How do economists use these models?
5. What is economics about?
6. Why do businesses need economists?
7. When did businesses begin to hire economists?
8. How do large and small firms hire economists?
9. What is the role of the economist?
10. What does the manager use to make decisions?

VOCABULARY

Give the English equivalents of the words

Economics

Social science

Management of a household

Free market

Productive resources

Information resources

Rational human behaviour

Needs and wants

Surplus, market

Incentives

Scarcity

Factors of production

Economic activity

Opportunity cost

Minimizing costs

Inflation, consumer

Microeconomics

Macroeconomics

Unemployment

Gross domestic product

Taxation

Government expenditures

Trade-offs

"Invisible hand"

Competing uses

Variety of goods and services

Production

Distribution and consumption of goods and services

Satisfy wants

Needs and desires

Expenditures

Ex.1. Match the words on the left with the definitions on the right.

D	scarcity	the study of the way in which money and goods are produced and used
G	consumer	a continuing increase in prices, or the rate at which prices increase
A	economics	a subject or problem that is often discussed or argued about, especially a social or political matter that affects the interests of a lot of people
J	demand	a situation in which there is not enough of something
L	distribution	the number of people in a particular country or area who cannot get a job
B	inflation	a balance between two opposing things that you are willing to accept in order to achieve something
E	unemployment	someone who buys and uses products and services
C	issue	all the people who live together in one house
O	costs	an advantage, improvement, or help that you get from something
0M	GDP	the need or desire that people have for particular goods and services
1F	trade-off	the money that you must regularly spend in order to run a business, a home, a car, etc
2N	surplus	the act of sharing things among a large group of people in a planned way
3I	benefit	the total value of all goods and services produced in a country in one year, except for income received from abroad
4K	income	an amount of something that is more than what is needed or used
5H	household	the money that you earn from your work or that you receive from investments, the government, etc

Ex.2. Choose an appropriate word or phrase to complete the following sentences.

Economic profit, factors of production, fee, goods and services, Nations, needs and wants, option or options, products and services, resources, unlimited wants.

1. Economics is the study of what constitutes rational human behaviour in the endeavour to fulfil _____.
2. Modern economics began in 1776, with the publication of Adam Smith's Wealth of _____.
3. Modern definition of economics interprets it as the social science, which analyses the production, distribution, and consumption of _____.
4. A service is an action or activity done for others for a _____.
5. _____ are basic elements used to produce goods and services.
6. The entrepreneur is an individual who takes an idea and attempts to make a _____ from it by combining all other factors of production.
7. Scarcity exists because people's wants and needs are greater than the _____ available to satisfy them.
8. The cost of any choice is the _____ that a person gives up.
9. Economics is the study of how people choose to allocate scarce resources to satisfy their _____.
10. The demand from consumers and available resources will normally determine what _____ to produce.

Ex 3. Match the definitions a-m with the correct money word 1-13.

1. an allowance -
2. a bonus -
3. commission -
4. a deposit -
5. a dividend -
6. an investment -
7. a legacy -
8. maintenance -
9. an overdraft -
10. a premium -
11. royalties -
12. a share -

13. a mortgage -
- a) money paid to authors or inventors according to the sales of their work
 - b) a sum of money used to make more money from something that will increase in value
 - c) the money which a building society or bank lends to someone to buy a house
 - d) the money that a person pays to an insurance company to protect against loss or damage
 - e) money, usually from a relative, to live on
 - f) an additional payment which is a reward to those who work for a company for their extra work
 - g) the amount of money borrowed from a bank, greater than that which is in your account
 - h) money received from someone in his or her will
 - i) the amount of money that goes to a shareholder
 - j) money paid by divorced or separated people to support the former husband or wife
 - k) part of the value of a company that you may buy
 - l) part-payment of money which you make to stop the seller from selling his goods to others
 - m) an amount of money, related to the value of goods sold, which is paid to a salesman for his services

GRAMMAR

Ex.1. Put the following sentences into the correct tense: Past Simple, Present Simple, Present Continuous or Past Continuous, Present Perfect.

1. I (listen) to the radio while Mary (cook) dinner.
2. You (buy) this book yesterday.
3. Last Friday Jill (go) home early because she (want) to see a film.
4. When your brother usually (get) home in the evening?
5. Jane always (bring) us a nice present.
6. What those people (do) in the middle of the road?
7. You (read) this book.

8. While Fred (sleep), Judy (watch) TV.
9. When I (be) young, I (think) Mary (be) nice — but now I (think) she is fantastic.

10. Jill (walk) home when she (see) her husband's car outside the cinema
11. Look there! Sue and Tim (run) to school.
12. Jack's father (not work) in London — he does not speak (not speak) English.
13. Joe (buy) a car yesterday.
14. Their father often go (go) to rock concerts.
15. While you sleep (sleep), mother (arrive).

Ex2. Fill in some/any/no.

1. There is ____ milk in the cup, but it is very cold.
2. There is ____ bread on the table. I cannot make sandwiches.
3. Are there ____ oranges in the bag?
4. There is not ____ cheese in the fridge.
5. There are ____ flowers in the vase. They are red.
6. There are ____ carrots in the fridge. I cannot make soup.
7. There is ____ coffee in the cup, but it is very hot.
8. Is there ____ cheese in the fridge?
9. There is not ____ juice in the glass.
10. There are ____ grapes on the plate. They are green.
11. They have ____ buns in this shop.
12. I would like ____ potatoes, please.
13. Do you have ____ ice cream?
14. There are not ____ boys in the team!
15. There are ____ video shops in the town!
16. This is a terrible party. There is not ____ good music!
17. I have ____ posters of Ricky Martin.
18. Do you have ____ posters of Britney Spears?
19. 'Sit down, please.' 'But there aren't ____ chairs!'
20. There is ____ milk in the fridge. Go to the shop and buy some.
21. I can see ____ tomatoes in the bag. Let us make ____ salad.

22. There are not _____ cucumbers in the fridge.

23. Would you like _____ tea?

24. Is there _____ cheese on the shelf?

Ex.3. Choose between Future Simple and be going to.

1. She is sure that he (not/manage) to catch the train.

2. Next year we (travel) together around Europe.

3. The athletes soon (return) from the competition.

4. His parents think Jim (become) a doctor one day.

5. They have bought new sports shoes. They (start) running next week.

6. It's getting dark. I (turn) on the light.

7. They (be) eighteen next month.

8. Scientists for sure (find) a cure for this disease.

Ex.4. Put a suitable word from brackets.

1. There is too ... (much/many/a few) salt in the soup.

2. There are ... (much/a little/a few) sky-scrappers in our city.

3. I've got ... (much/a few/a little) albums of this singer

4. My job allows me to travel ... (much/many/a few).

5. We've got ... (little/many/few) free time.

6. I have never seen so ... (much/little/many) stars in the sky.

7. Anna spent ... (much/a few/a little) days in Rome.

8. I'd like just ... (much/a few/a little) tea.

9. There was very ... (little/few/many) rain last autumn.

10. Very ... (few/little/much) Russian tourists are staying at our hotel.

Ex.5. Put the verbs in brackets in the correct tense form (Present Simple,

Present Perfect, Present Continuous, Past Simple, Past Continuous).

1. Alice (not to take) the bus to school every day. She usually (to walk) to school.

2. (To take) ... you the bus to get to school or ... (to walk) you?

3. Who is this man? I (to think) that I (to know) him, but I (to forget) his name.

4. The children (to have) a good time in the park yesterday. They (to give) small pieces of bread to the ducks. Then they (to take) pictures of themselves.

5. Where are the children? They (to watch) TV in the room now. Some minutes ago they played (to play) a game.

6. Now I am in my class. I (to sit) at my desk. I always (to sit) at the same desk.

WRITING

Exercise 1. Read the text. Add your own arguments and write them.

The economy — is the science, studying regularities of our life. Economists study the system in which we live and the conditions that influence on it. They describe the economic events and deduce the economic laws and formulas. The science called «the Economy» is connected with the material needs and requirements of the humanity. The subject “Economy” is not separated from the other disciplines. On the contrary, it is closely connected with its. Therefore, you cannot learn the Economy without studying Economy statistics, Mathematics, Marketing, and History. Besides the science, “Economy” is enough comprehensive and includes some other disciplines: Finance and Credit, Accounting, Trading business, Economic management and so on. The economic professions vary according the world progress. For example, a specialist in the sphere of economy should also be well-qualified user of the computer and know the foreign languages. The economy as the concept has been included into the everyday life of people long ago. Every business develops according with the economic laws and requires a basic knowledge of the discipline.

PART III
Additional Reading and Practice
READING
The Buy Nothing movement

Ex. 1 .Read the text

Social media, magazines and shop windows bombard people daily with things to buy, and British consumers are buying more clothes and shoes than ever before. Online shopping means it is easy for customers to buy without thinking, while major brands offer such cheap clothes that they can be treated like disposable items – worn two or three times and then thrown away.

In Britain, the average person spends more than £1,000 on new clothes a year, which is around four per cent of their income. That might not sound like much, but that figure hides two far more worrying trends for society and for the environment. First, a lot of that consumer spending is via credit cards. British people currently owe approximately £670 per adult to credit card companies. That is 66 per cent of the average wardrobe budget. Also, not only are people spending money they do not have, they are using it to buy things they do not need. Britain throws away 300,000 tons of clothing a year, most of which goes into landfill sites.

People might not realise they are part of the disposable clothing problem because they donate their unwanted clothes to charities. However, charity shops cannot sell all those unwanted clothes. 'Fast fashion' goes out of fashion as quickly as it came in and is often too poor quality to recycle; people do not want to buy it second-hand. Huge quantities end up being thrown away, and many clothes that charities cannot sell are sent abroad, causing even more economic and environmental problems.

However, a different trend is springing up in opposition to consumerism – the 'buy nothing' trend. The idea originated in Canada in the early 1990s and then moved to the US, where it became a rejection of the overspending and overconsumption of Black Friday and Cyber Monday during Thanksgiving weekend. On Buy Nothing Day, people organise various types of protests and cut up their credit cards. Throughout the year, Buy Nothing groups organise the exchange and repair of items they already own.

The trend has now reached influencers on social media who usually share posts of clothing and make-up that they recommend for people to buy. Some YouTube stars now encourage their viewers not to buy anything at all for periods as long as a year. Two friends in Canada spent a year working towards buying only food. For the first three months, they learned how to live without buying electrical goods, clothes or things for the house. For the next stage, they gave up services, for example haircuts, eating out at restaurants or buying petrol for their cars. In one year, they had saved \$55,000.

The changes they made meant two fewer cars on the roads, a reduction in plastic and paper packaging and a positive impact on the environment from all the energy saved. If everyone followed a similar plan, the results would be impressive. However, even if you cannot manage a full year without going shopping, you can participate in the anti-consumerist movement by refusing to buy things you do not need. Buy Nothing groups send a clear message to companies that people are no longer willing to accept the environmental and human cost of overconsumption.

Ex .2. Choose whether the following sentences are True (T) or False (F).

1. In the UK, the average person spends more than £ 1,000 a year on new clothes.
2. People buy clothes because they want to throw them away.
3. In the UK, people do not throw away their clothes.
4. The writer thinks it is worrying that people spend money on things they do not need.
5. The amount the average Briton owes on credit cards is one third of the amount they spend on clothes each year.
6. The British currently owe about £670 per adult to companies that sell credit cards.
7. Only a very small proportion of unwanted clothes is thrown away.
8. Some YouTube stars are now urging their viewers not to buy anything at all for a period of a year.
9. Charities can find ways to use clothes even if they are not of good quality.
10. Buy Nothing Day is a protest against credit cards.
11. The two friends who did the 'buy nothing' experiment only bought food for 12 months.

12. If everyone followed the Buy Nothing idea, the environment would benefit.

GRAMMAR

1) MODAL VERBS

Ex.1 Complete each of the following sentences with the correct verb.

1. I could ____ bought that car but I did not have enough money to pay for the petrol.

- a) Had b) have c) have to d) must

2. Teresa believe her eyes. She saw a man beating his wife on the street!

- a) Couldn't b) must c) should d) could

3. ___ you come over for dinner on Friday night. I really want to hang out with you, so I hope you can come.

- a) Can b) will have c) must d) must have

4. She be crazy! She wants to backpack through the Andes by herself.

- a) Could b) can c) must d) shall

5. He ___ give me a straight answer. He avoided my questions the whole time.

- a) Should have b) wouldn't c) might have d) will have

6. This is a large, luxurious house! It ___ cost a pretty penny.

- a) Can b) can't c) must have d) shall

7. You ___ called me first. I would have picked you up from the auto repair garage.

- a) Should have b) can c) shall not d) should

8. We have worked long and hard today. ___ we call it a day?

- a) Must have b) should have c) shall d) could have

9. Our son, Ted, use a new car because his old car is always breaking down on him. Therefore, we are going to buy him a brand-new car for his birthday.

- a) Will have b) could c) could have d) wouldn't have

10. I see that you have a hole in your sneakers. You need a new pair of shoes.

- a) Can b) must c) shall d) may

2) PRESENT TENSES

Ex.2 Complete each of the following sentences with the correct verb.

1. Carol and I are old friends. I _____ her since we studied in high school together.

a)know b)have been knowing c)have known d)are knowing

2. I have read this chapter in my chemistry text three times, and still I_____ it.

a)understand b)don't understand c)haven't understood d)have understood

3. Anne is a fashion designer; she_____ to the opening of every new fashion show in the city.

a)is going b)has gone c)goes d)has been going

4. Linda's apartment looks nice and tidy because she_____ it every two years.

a)redecorates b)has redecorated c)is redecorating d)has been redecorating

5. A group of scientists is travelling around Africa. How many countries_____ so far, I wonder?

a)do they visit b)they have visited c)have they visited d)have they been visiting

6. I have found a good job. It is in Brazil. I_____ to go to Brazil. I do not like living in cold climates.

a)want b)is wanting c)have always wanted d)always wanted

7. I_____ Mario for some time since he left Milan a few years ago.

a)haven't seen b)aren't seeing c)don't see d)didn't see

8. You may take this magazine. I_____ through it already.

a)have looked b)am looking c)look d)have been looking

9. Jerry promised to come to work in time. He is not here, and he even_____.

a)doesn't call b)hasn't been calling c)hasn't called d)isn't calling

10. Be careful with paint. It_____ a certain amount of lead.

a)contains b)is containing c)has contained d)contained

11. I_____ have just applied for a job in the local hospital, now I for an answer from them.

a)am waiting b)have waited c)wait d)have been waiting

12. About 85 percent of American students_____ public schools, which are supported by state and local taxes.

a)attend b)have been attending c)are attending d)have attended

13. Jack Strom has been a postman all his life; he_____ mail to homes and offices to the people of the town.

a)delivers b)is delivering c)has delivered d)has been delivering

14. My cousin Jake has many books, most of which he_____.

- a)doesn't read b)isn't reading c)hasn't read d)hasn't been reading

15. The Alisons have got three cars, two of which they never_____.

- a)have used b)are using c)have not been using d)use

3) PAST TENSES

Ex.3 Complete each of the following sentences with the correct verb.

1. Dinosaurs were the largest animals ever to live on earth, and they____ the Earth for a very long period of time.

- a)had ruled b)were ruling c)rulled d)had been ruling

2. While I_____ the dishes last night, I dropped a plate and broke it.

- a)had washed b)had been washing c)washed d)was washing

3. When I was young, I_____ that people over forty were very old. Now that I am forty myself, I do not think so.

- a)had thought b)used to think c)was thinking d)thought

4. Lucy_____ her seatbelt before the accident happened that is why she was badly hurt.

- a)wasn't wearing b)didn't wear c)hadn't worn d)hadn't been wearing

5. When Alice was small, she_____ of darkness and always slept with the light on.

- a)used to be afraid b)was afraid c)had been afraid d)afraided

6. While I_____ a burglar climbed into the room through the window.

- a)slept b)had slept c)was sleeping d)had been sleeping

7. He_____ ill for three days, so his mother wanted to bring him to a doctor, but he did not want to go.

- a)had been feeling b)had felt c)was feeling d)felt

8. Scarcely _____ out of the window when I saw a flash of light.

- a)had I looked b)had I been looking c)was I looking d)I was looking

9. Before I went to bed I decided to check the front door. I was sure my sister_____ it. In addition, I was right!

- a)hadn't locked b)locked c)didn't lock d)had locked

10. The Browns_____ in a large house when their children were at home, but they moved to a small three-room apartment after the children grew up and left home.

a)used to live b)were living c)had lived d)lived

11. Our neighbours called the police when they found out that somebody _____ into their house.

a)had been breaking b)was breaking c)broke d)had broken

12. Before Adam got married, he_____ hiking to the mountains every summer. Now he goes to the seaside with his wife.

a)had been going b)would go c)had gone d)went

13. I saw Paul at the airport. He_____ for his brother's plane to arrive from Canada.

a)waited b)was waiting c)had been waiting d)had waited

14. Mrs. Smith was busy last weekend because her grandchildren_____ with her.

a)had been staying b)had stayed c)were staying d)stayed

15. Suddenly they heard a strange noise and_____ at each other in horror.

a)had been looking b)were looking c)looked d)had looked

4) FUTURE TENSES

Ex.4 Complete each of the following sentences with the correct verb.

1. I am reading an English book now. It is so interesting that by the end of the day I_____ reading it.

a)will finish b)will have finished c)will be finishing d)am finishing

2. They_____ all the problems by the end of the meeting, I am afraid.

a) won't be settling b)won't have settled c)aren't settling d)won't settle

3. My room has been in a mess for days. So tomorrow afternoon I_____ it.

a)am going to clean b)am cleaning c)will clean d)will have cleaned

4. Susan_____ the house before her husband comes home.

a)won't leave b)won't have been leaving c)won't have left d)won't be leaving

5. By this time next year Professor Smith_____ on the subject for five years.

a)will lecture b)will have been lecturing c)will have lectured d)will be lecturing

6. Mother has given Sue some pocket money. However, she is spending it very quickly. So, by the end of the week she_____ all of it.

a)will spend b)will have spent c)will be spending d)will have been spending

7. John has bought this TV set on credit. He _____ all the money by the first of August.

- a)is paying b)will have paid c)will be paying d)will pay

8. We will go skiing in the Alps next winter if we _____ enough money for the trip.

- a)will have saved b)will be saving c)will save d)have saved

9. The dog will wait for his master near the door until his master _____ from work.

- a)gets back b)won't get back c)will get back d)will be getting back

10. I do not know his address, but I _____ it for you, if you want it.

- a)am getting b)will get c)will be getting d)will have got

11. I do not know if he _____ to join us, but if he does, it will change my plans.

- a)will make up his mind b)will have made up his mind c)makes up his mind
d)has made up his mind

12. She is not sure if she _____ his telephone number in the telephone directory.

- a)will be finding b)finds c)will have found d)will find

13. You can't see this film on TV tonight, they _____ it only next Sunday.

- a)will be showing b)show c)will show d)are showing

14. Don't wait for him, he won't come for supper; he _____ late.

- a)will come b)is coming c)will have come d)will be coming

15. I don't know when Professor Johnson _____ to his office, but when he comes, I'll speak to him about it.

- a)comes b)is coming c)will come d)will have come

5) PASSIVE VOICE

Ex.5 Complete each of the following sentences with the correct verb.

1. Mr. Green _____ at the University since 1989.

- a)has been taught b)has been teaching c)is teaching

2. Our plan _____ by the members of the committee.

- a)is being considered b)is considered c)considers

3. He _____ responsible for the accident.

- a)was holding b)was held c)is holding

4. Detroit _____ Motown in the past.

a)is called b)called c)was called

5. Battle Creek is a hard-working city, where businesses _____ dedicated employees who want to build a good life for their families.

a)have found b)found c)have not found

6. Four people _____ in a train crash.

a)have been killed b)have killed c)killed

7. A famous architect _____ the bridge.

a)was built b)built c)have built

8. Two men tried to sell a painting that _____ .

a)had stolen b)had been stolen c)was stolen

9. I do not think we must _____ everything tomorrow.

a)have finished b)finish c)be finished

10. The books must _____ by 12 December.

a)have returned b)will be returned c)be returned

11. Football _____ for hundred of years.

a)was played b)has played c)has been played

12. The Earth's surface _____ mostly _____ with water.

a)is, covered b)has, been covered c)was, covered

13. America's first college, Harvard, _____ in Massachusetts in 1636.

a)was founded b)is being founded c)had been founded

14. In more than 200 years the USA Constitution _____ 26 times.

a)is being amended b)has been amended c)is amended

15. The bridge _____ by tomorrow morning.

a)will be reconstructed b)is being reconstructed c)will have been reconstructed

VOCABULARY

Ex.1 Complete each of the following sentences with the correct word.

1. A bed on board a ship is called a _____

a)sleeper b)cabin c)bunk d)dormitory

2. I have no brothers or sisters. I am _____ child.

a)a slope b)an only c)a unique d)a single

3. I am terribly sorry; I seem to have _____ my book at home.

a)lost b)forgotten c)left d)hidden

4. My sister and I are always quarrelling. We just don't seem to _____.

a)get off b)get together c)get on d)get by

5. Most parents find it difficult to _____ their children nowadays.

a)grow up b)foster c)develop d)bring up

6. I _____ to inform you that your mother died ten minutes ago.

a)sorry b)regret c)apologise d)pity

7. I think everyone should _____ the Human Rights movement.

a)agree b)support c)stand up d)supply

8. I only paid £3 for this dress. It was a real _____.

a)bargain b)cheap c)find d)sale

Ex.2 Complete each of the following sentences with the correct word.

1. Which horse shall we _____ on in the 2.15 race?

a)back b)bet c)place d)win

2. Manchester United _____ Liverpool in the F.A. Cup Final.

a)won b)sailed c)lost d)beat

3. My work has got worse and worse. Unless I _____ summer. I will fail my exams in the summer.

a)get well b)improve c)increase d)get back

4. Oh dear! My watch has _____.

a)ended b)stopped c)finished d)completed

5. If you work for someone, then you are _____.

a)a slave b)unemployed c)an employer d)an employee

6. I am afraid there is no _____ of seeing Mr Brown until tomorrow.

a)possibility b)wish c)opportunity d)chance

7. The _____ around this town is quite beautiful.

a)nature b)scene c)countryside d)country

8. He is always telling me what to do. He is so _____.

a)cruel b)bossy c)helpful d)charming

Ex.3 Complete each of the following sentences with the correct word.

1. His parents gave him everything he asked for. He was thoroughly _____.

a) disturbed b) ashamed c) full up d) spoilt

2. I still feel like a cigarette even though I _____ smoking two years ago.

a) gave in b) gave up c) gave over d) completed

3. He wants to get to the top before he is thirty. He is very _____.

a) tell b) ambitious c) intelligent d) industrial

4. John always arrives on time. He is so _____.

a) careful b) boring c) punctual d) timeless

5. She made the _____ mistake of forgetting to put the "s" on the verb in the third person singular.

a) classic b) important c) classical d) famous

6. I was very _____ for all the advice she gave me.

a) glad b) grateful c) in debt d) pleased

7. I do not have a job. I am _____.

a) lonely b) sick c) unused d) unemployed

8. I always try to _____ something each month for my holidays.

a) save b) spare c) spend d) put

4) Fill in the gaps (1 - 5) with proper words (a or b).

1. A: ... you like something to drink first.

B: Yes, that would be nice.

a) Do b) Would

2. A: ... is your fish?

B: It's delicious, thank you.

a) How b) What

3. A: Is it a traditional dish?

B: Yes, it is a regional

a) Specialty b) specific

4. A: What do you ...?

B: The steak is very good.

a) Drink b) recommend

5. A: ...you like Indian food.

B: Yes, I love spicy food.

a) Do b) Would

5) Complete the sentences (1-5) with the proper pairs of verbs (a-e).

	I am sorry, I still do not know what you Is anyone in your office who... Spanish?	a) need, write
	I think I have... it but let me just ... it back to you.	b) speak, repeat
	Sorry, I do not ... English very well. Can you ... it?	c) got, read
	Perhaps you ... email; me, in case I did not ... it down correctly.	d) hear, try
	I cannot ... you properly. You would better ... calling again.	e) mean, knows

WRITING

You have a letter from your English pen friend in which he/she wrote to you about his/her future plans. He/she wants to become a specialist in international relationships and your friend is sure that this profession will give him/her an opportunity to become famous and make a lot of money. Write a letter to your pen friend in which tell him/her

- about your thoughts regarding his/her career plans and what you are going to do after leaving school
- how you prepare yourself for your future profession
- what you think is necessary to be successful in your future job

VOCABULARY

Ex.1. Choose the best word to build compound nouns related to marketing.

1. Brand ____ is the tendency to buy the same named product. (*loyalty/awareness/friendliness/acknowledgement/repetition*) 2. Carriage ____ means that the person receiving them will pay for the cost of sending them. (*backward/all/paid/insured/forward*) 3. A cash ____ is a machine in a shop or other business that records sales and into which money is put.

(Box/machine/engine/register/recorder) 4. A _____ store is one of a group of similar shops that belong to a single company and sells similar goods.

(long/tall/chain/multi/super) 5. _____ marketing is selling in a way that makes it very difficult to decide which products are cheapest.

(Muddy/Confusion/Dirty/Selective/Hard) 6. A _____ payment is an amount of money that is only part of the total cost.

(down/previous/pre/advanced/total) 7. A loss _____ is an article that is sold cheaply in order to attract the public and make them buy other things.

(gainer/leader/maker/allower/recovered) 8. A _____ market is a small area of trade within the economy involving specialized products.

(small/marginal/niche/nice/edge) 9. A _____ shop is where you get some money for a possession that you get back if you return the money.

(second-hand/pawn/hire/value/return) 10. If a market is price-_____, buyers look for the best deal they can get, comparing prices.

(sensitive/reactive/aware/sensible/ignorant) 11. The _____ life of a product is the length of time it can be kept in a shop before it becomes too old to be sold.

(shop/shelf/table/selling/time) 12. If someone uses _____ sell, they try to sell something by being gently persuasive.

(hard/soft/easy/weak/loss) 13. A white _____ is a person or organization that saves a company by putting money into it or by buying it.

(angel/king/knight/horse/elephant) 14. Window _____ is the skill of decorating shop windows and arranging goods in them.

(making/shopping/setting/loading/dressing) 15. A unique selling _____ is a feature of a product that will persuade people to buy it.

(dot/value/trait/point/quality) 16. A _____'s market is a market where there are more buyers than suppliers are.

(buyer/shoppe/shop/seller/money) 17. A market _____ is a company that sells more of a particular product than others do.

(Runner/winner/header/leader/taker) 18. A market _____ is someone who has specialist knowledge of a specific market.

(consultant/guru/teacher/trainer/analyst)

19. The marketing _____ is the combination of selling factors that a company can influence such as price and place.

(box/set/mix/fix/lot) 20. The _____ price is the price of a product that most companies charge in a free market.

Ex 2. Put in the words to build compound nouns related to marketing and merchandising.

best before date, black market, brand name, buyer's market, call centre, cash desk, cash-and-carry, cost price, cut-price, department store, economy pack, flea market, happy hour, hard sell, market research, market share, parent company, sales assistant, shopping centre, vending machine.

1. The ____ on food or drink is the day or month before which it should be consumed.
2. The ____ is things that are bought and sold, or money that is changed illegally.
3. A ____ is the name by which a particular product is sold.
4. A ____ is when there are more goods for sale than there are people to buy them.
5. A ____ provides information and sells or advertises its goods or services by telephone.
6. A ____ in a shop is the place where you can pay for the things you buy in a shop. (UK)
7. In ____ you buy for cash and you must take the goods away yourself.
8. The ____ of an item is the price it cost to make.
9. A ____ shop sells things at lower prices than other shops.
10. A ____ is a large shop divided into several different parts selling different things.
11. If something is sold in a ____ it contains a larger amount of the goods for a lower price.
12. A ____ is an outside market selling old or used goods at low prices.
13. A ____ is a period of time when drinks are sold cheaply in a bar or a pub.
14. If someone uses or tries the ____, they try to sell something by being very forceful.
15. The ____ is the collection and examination of information about things that people (might) buy.
16. The ____ is the proportion of the total market which one company controls.
17. A ____ is a company that controls other smaller companies.
18. A ____ is someone who works in a shop, serving customers.
19. A ____ is a group of shops with a common area for cars to park.
20. A ____ sells you small items such as cigarettes, drinks or sweets if you put coins into it.

Ex.3. Replace the wrong words to build correct compound nouns related to marketing and merchandising.

1. Market pie is the proportion of the total market which one company controls.
2. A vending box sells you small items such as cigarettes, drinks or sweets if you put coins into it.
3. A shop center is a group of shops with a common area for cars to park. (GB spelling)
4. A sales man is someone who works in a shop, serving customers.
5. A father company is a company that controls other smaller companies.
6. Market poll is the

collection and examination of information about things that people (might) buy. 7. If someone uses or tries the *soft* sell, they try to sell something by being very forceful. 8. A *merry* hour is a period of time when drinks are sold cheaply in a bar or a pub. 9. A *fly* market is an outside market selling old or used goods at low prices. 10. If something is sold in an *economist* pack it contains a larger amount of the goods for a lower price. 11. A department *shop* is a large shop divided into several different parts selling different things. 12. A *cut-down* shop sells things at lower prices than other shops. 13. The *production* price of an item is the amount price it cost to make. 14. A *money* desk in a shop is the place where you can pay for the things you buy in a shop. (UK) 15. In *cash-at-carry*, you buy for cash and you must take the goods away yourself. 16. A call *shop* provides information and sells or advertises its goods or services by telephone. 17. A *sellers's* market is when there are more goods for sale than there are people to buy them. 18. A brand *mark* is the name by which a particular product is sold. 19. The black *shop* is things that are bought and sold, or money that is changed illegally. 20. The *consume* before date on food or drink is the day or month before which it should be consumed.

Ex.4. Complete the blank spaces with Business English terms. There is a short explanation to help you.

1. ____ uniforms are provided by the airline company. (People who work there)
2. We gave our boss a gift ____ for his birthday. He can buy what he needs in the local fashion-shop. (A piece of paper to exchange for goods)
3. The tax office will open a moratorium on taxes so that ____ may come forward to pay. (People who cheat on taxes)
4. The opening of a new ____ by Ford Motor Company involved rehiring personnel. (Building where goods are produced)
5. The local economy is facing capacity constraints on several fronts. This bottle-____ will not go away in a hurry. (A part of the body)
6. The government might be feeling buoyant over the sharp ____ in this country's financial prospects. (Growth)
7. The government has ____ limits to imports. (Made it lawful)
8. The Fixed Interest Summary keeps you up to date with interest rate returns on a weekly _____. (Scale)
9. The Central Bank will ____ credit to people with sufficient demonstrable income. (Provide)
10. The car sales ____ for the first half of the year are dramatically down compared with those of the previous year. (Statistics)
11. Stern austerity ____ have been imposed in an attempt to qualify for a loan from the IMF.

(Regulations) 12. Net salary is salary after ____ of tax and social security. (Reduction) 13. Last year production ____ rose in line with inflation. (What you pay for goods) 14. Last week a Japanese group took the first steps to acquire a very important restaurant chain even though the actual ____ of assets will take place next year. (Movement of money) 15. In most markets, the ____ provide a steady demand, which keeps the producers and the market in business. (People who use the goods) 16. In most markets, the manufacturers provide a steady ____ of the goods traded. (Flow of goods) 17. If you are starting a large enterprise, you will need considerably greater ____ than friends or relatives could possibly provide. (Money to start a business) 18. He does not earn enough to cover a home _____. She must borrow from friends. (Money you borrow from banks) 19. Clients have repeatedly complained over the low quality of services provided by the company and the lack of maintenance _____. (Money put in something in hope for a return) 20. Air traffic is growing for the able operators, but ____ prices are dropping in a very competitive market. (Cost of flying, travelling)

Ex. 5. Choose the best word to build compound nouns related to stress.

1. I cannot ____ the stress of this job! (*deal/feel/learn/step/strain/take*)
2. Some people never step outside their _____. (*Comfort zone/comfortable zone/content zone/contentment zone/convenient zone/coping zone/corporate zone*)
3. It is a good idea to push the _____. Try something new occasionally, such as learning a new skill or a language. (*container/edges/envelope/letter/outside*)
4. Some people cannot _____ with stress. They are stressed about stress! (*comfort/cope/stand/strain/take*)
5. If you are working on a big project, it is best to take it one-day _____ so you do not get overwhelmed. (*After day/at a time/Wednesday/in a time/in day out/in the blue*)
6. _____ like to divide stress into categories. (*Palaeontologists/Pharmacists/Psychologists/Physicians/Physiognomists/Pterodactyls*)
7. Some people stress out about being _____ for a meeting. (*early/late/on time/ready/smart*)

8. When people are stressed about a situation, they feel either that they are losing _____, or losing their sense of status. (*consciousness/control/their balance/their friends/hair/their senses*)

9. When people are stressed in anticipation, they are _____ about a future event, or the future in general. (*angry/anxious/confused/contented/happy/imagining*)

10. When people are stressed about an encounter, they are worrying about _____ people. (*dangerous/difficult/hurting/meeting/crab/smelling*)

GRAMMAR

I. Put the verbs into the past simple and then the present perfect.

Examples:

He teaches politics at the university - He taught / He has taught politics at the university

Does she hear the good news? - Did she hear / Has she heard the good news?

1. We pay in advance.
2. I find several mistakes in the invoice.
3. Do we send out the new brochure?
4. We do not have much success at the trade fair.
5. Consumer spending rises.
6. We choose the new design.
7. The bank lends us \$75,000.
8. He rings to congratulate us on winning the contract.
9. Do we spend the entire advertising budget?
10. Their shares fall sharply.
11. Does his mistake cost the company a lot of money?
12. He does not bring his laptop with him.
13. We beat last year's sales figures.
14. The journey takes three hours.
15. Cycling to work becomes very popular.
16. The students seek advice from a careers advisor.
17. I do not tell him to take the day off.
18. The final episode of the medical drama draws a huge audience.
19. They do not fight very hard to keep the company afloat.
20. We run out of good ideas.
21. She puts the sensitive reports in the shredder.
22. He swears never to use that supplier again.
23. I split the presentation into three parts.
24. They do not build the new business park.
25. She does not fly to Los Angeles.
26. Does he always feel optimistic about the company's future?
27. We hold an urgent meeting.
28. Do they buy a stake in the company?

II. Complete the text with the appropriate past forms of the verbs in brackets.

The Ford Motor Company, which (be) _____ in business for over 100 years, (reach) a critical moment in its history. Dwindling market share, a saturated domestic market and falling prices are just some of the problems that William Clay Ford Jr, the new CEO,

(have) to face since he (take over) the top job in 2001. The company (perform) poorly in recent years. The latest figures indicate that Ford's share of the European market (' fall) by as much as four per cent. In the USA the situation is little better. Nissan (open) a new factory in 2003 and last year (produce) 400,000 pick-ups and sports utility vehicles (SUVs), which are exactly the sort of vehicles that the Ford Motor Company (rely on) over the years to provide its profit. Nevertheless, William Clay Ford Jr is fighting back. He (shift) the company's focus away from luxury brands like Aston Martin and Jaguar and back to the less glamorous but more profitable vehicles such as the F-150, the best selling pick-up in the USA.

SPEAKING

Ex. 1 Render the dialogue in the indirect speech.

Bob: We have undertaken so many changes over the past few months; I would like to get your take on how things are shaping up.

John: There have certainly been some challenges, but I would say we are on track to hit our targets for the year's end.

Bob: Where do you think our greatest advantage lies in regards to our competition?

John: We are taking advantage of the economies of scale. We have been able to reduce our price point, which gives us the competitive edge in pricing.

Bob: Our new supply chain has really been pushed by the top brass. We are also thinking about expanding this strategy to other segments of the market.

John: It has been tough on our competition, they just cannot keep up. Not only that, but our uniqueness is finally being perceived by a wider audience.

Bob: Our breadth really cannot be beat. Marketing has also been doing excellent job on getting that message out.

John: Our sportswear line combines durability, uniqueness and comfort - at an incredibly affordable price. Cannot beat that!

Bob: We are also leveraging social media to get the message out. Its new territory, but we need to continue to hone that message.

John: Social media is an entirely new game, marketing's brought in some consulting specialists to help us take advantage of these new technologies.

Ex. 2 Render the dialogue in the indirect speech.

Don: Hey, Sally, look at these figures. The price of sugar is going up 10% during the next year.

Sally: Oh, that is bad. That means trouble for our jam line.

Don: I think so too. Sugar is the main ingredient, you know. What is your opinion?

Sally: Well, we are not the price leaders in the field and jam is a very price sensitive item. According to our marketing research, information consumers are not particularly brand loyal about jam.

Don: I have a brilliant idea. You know, this could be a great marketing opportunity for us.

Sally: What do you mean?

Don: Well, because of the price rise in sugar we know that the price of jam will go up too. The increase will pass on the consumer, won't it?

Sally: Right.

Don: Imagine we find the possibility of changing the ingredients in the jam so that we would not have to raise the price.

Sally: Then we would not trouble about the price rise on sugar because we will be able to sell the jam at the same price. The idea is that we could market less expensive jam. What a promotional campaign we could have!

Don: Sure. If we do it right we will sell more and become the leader in the market.

Sally: Now the first thing is to talk to Research and Development.

Don: Right and we will see when they will have some samples of new formulas ready.

Sally: What about market research? I think we should schedule some tests for responses to the R & D samples

Don: Well, there is a lot to do. I think we should also change packaging. Now, Sally that would be great.

Sally: Oh, Don, let us hope for the best. If we do not lose the chance, the competitors' products will stay on the supermarket shelves

Don: Oh, it is time for lunch. Let us discuss our business in cafeteria.

Sally: Oh, sure, we have a lot to discuss – distribution, advertising...

READING

Read the articles below. Then decide whether these statements are true (T) or false (F).

GET STRESSED, GET OLD

It is official. Stress can take ten years off your life. That is the conclusion from researchers at the University of California, who have been studying the effect of stress levels on the body. They found that stress accelerates the aging of our cells, which makes us more prone to age-related diseases. This is bad news for people with stressful jobs and hectic lifestyles as they are more likely to die earlier than less-stressed people are. It is a message for us all to slow down and take things easier.

The researchers discovered in their tests that the system of cell reproduction and replacement, which of course keeps us going, becomes faster under duress. Each time a cell in our body is replaced, part of our DNA, called telomeres, shorten. When they become too short, cells cease reproducing and our bodies continue the aging process. This means longer telomeres lengthen our lives. Stress makes them shorter, and so we die prematurely. The simple message, therefore, is to take life easy.

Research leader Dr. Elissa Epel compared 39 women who looked after children with chronic illnesses with a control group of 19 mothers of healthy children. The length of the life-giving telomeres was then measured in their blood. The women who had the more stressful task of caring for chronically ill children aged the equivalent of ten years compared with the other women. Their stress levels caused them to age faster. It has always been common knowledge that stress kills. Now we may soon be able to measure how dangerous our careers and lifestyles really are.

Are the statements about the article true or false?

1. Stress can take ten years off your life.
2. Stress decelerates the aging of our cells.
3. Stress makes us more prone to age-related diseases.
4. People with hectic lifestyles are more likely to live longer.
5. Our body's system of cell reproduction gets faster because of stress.
6. We age because of something connected with our DNA called telomeres.
7. Having very short telomeres means we live much longer.
8. Having children makes you die early.

9. We may soon be able to measure our stress levels.

SPEAKING

Exercise 1. Discuss this article. Explain your point of view

Today, usually workers extend their working time beyond the conventional time. This, in turn, creates negative side effects to the employees, both mentally and physically. Let me examine the reasons for this stress at work place, and provide some measures that employers could take in order to change the existing lifestyle of the employees into a happier one.

To begin with, one of the major reasons, which make working-class people to fall into a stressful life, is due to the heavy pressure given from the employers' side to finish the project on time. However, another reason is that, from the employees' point of view, they need to secure the work by showing better performance, and they are in a place to work for incentives in this world of skyrocketing consumer goods price. To illustrate this, a rising number of corporate offer several awards for the best performers; this in turn stimulates workers to work for extra hours to achieve their targets. Alternatively, the employees could apply smart work instead of hard work, thus it decreases the long working hours.

Nevertheless, there are various measures that company directors could take to ease the lives of many. First, they could hire more employees, as the work burden can be shared among them. Moreover, bosses must take projects from the clients within a certain limit with respect to the work force they possess. For instance, Google, an internet giant company, renders many recreational activities, such as meditation and gym at the work place, which makes their employees the happiest people at work, according to a recent survey. These actions are the need of the hour in every organization, since they help to get rid of tension, stress, and pressure, and provide great relief.

In conclusion, smart work by the employees and additional employee benefits offered by the employers not only facilitate people's life better, but also decrease working hours significantly. Therefore, I believe that happier employees and lenient employers would increase the productivity largely.

Exercise 2. Discuss this article. Explain your point of view.

Nowadays, most businesses are concerned primarily with improving and pushing products at all costs, therefore neglecting the strain this strategy puts on their personnel. I believe it is of vital importance to restrain excessive workload. I also think employers should pay more attention to organizing friendly working environment for their employees.

In my point of view, conditions that employers provide for their personnel are very important. First, uncomfortable offices affect the pace of work. Extra efforts to keep everything organized may become the biggest time wasters. Secondly, inconvenient timetables influence labour productivity. Repetitive long hours at work get workers exhausted. Finally, relations between managers and employees matter. Unfriendly atmosphere undermine self-esteem, co-operation and ability of staff to come up with creative ideas.

I convinced that researching and improving employees working conditions is rewarding. To begin with, improving workplace is an integral part of effective personnel policy. It helps a company become the employer of choice for skilled workers. Furthermore, neglecting to monitor the wellness of staff leads to extra expenses since more workers would use the insurance plan. Finally, businesses seeking efficiency should gather information on the latest advances in workspace ergonomics. Strong competition forces employers to upgrade staff work areas to boost the performance of staff.

I also feel that concentrating solely on the product is ineffective. For one thing, marketing, even most aggressive, would not make the product any better. For another, companies overlooking workers' needs in favor of merchandise are unstable. Staff retention problems restrain the company's potential to come regularly on the marker with new offers. At last, neglecting staff damages the reputation of a manufacturer. Customers might refuse buying a product, if they know it is made through hard exploitation of workers.

To summarize, employers should accept working conditions as being very important to successful company development. Disregarding researching and improving working conditions undermines enormous effort put into promotion of the product.

READING

Puma and Adidas seek government's permission to operate ecommerce portals.

German sports goods makers Puma and Adidas have sought the government's permission to operate their own ecommerce portals, the first among foreign companies to take advantage of the change in law that allowed single-brand overseas retailers to sell online as well in India.

The two firms have also sought clarification and approval from the government on whether their existing wholesale entities can engage in direct retailing and ecommerce, executives said.

"Based on the new regulation on single-brand retail, we have sought approval for Puma Sports India to do retail and e-commerce. The same entity was originally allowed to do wholesale of Puma products," said Abhishek Ganguly, managing director of Puma India.

The company had filled an application with the Department of Industrial Policy & Promotion (DIPP), the nodal agency for foreign direct investment in India. Adidas has sought a similar approval from the DIPP, a person familiar with the matter said. According to the DIPP website, Adidas also applied to the department.

Even as India allowed singlebrand retailers to set up their own stores, such companies also maintained wholesale subsidiaries to supply to their chain of franchisees.

That made things cumbersome as such companies had to set up separate entities for retail and wholesale, with different warehousing, inventory and accounting.

Later the government had relaxed the rules for retailers, permitting manufacturers to sell their products through wholesale, retail and ecommerce channel as well for the first time. "It has been decided that a manufacturer will be permitted to sell its product through wholesale and/or retail, including through e-commerce without government approval," the DIPP said at the time.

The DIPP further said in its announcement, "The policy on the SBRT (single-brand retail trading) provides that retail trading, in any form, by means of e-commerce, and would not be permissible. It has been decided that an entity which has been granted permission to undertake SBRT will be permitted to undertake ecommerce activities." According to retailers, the policy change will help streamline business operations.

"The government's new policy on single brand makes things easier and simpler for a foreign entity to invest in retail.

It will bring efficiency in supply chain, inventory, sourcing and generating employment in retail," Ganguly of Puma said. "It's a very progressive approach from the government. Once our approval comes through, it will make business much smoother for us."

Adidas had announced its intent to open its first fully owned outlet in India in the second half of the fiscal, after it got clearance to invest in local retail operations.

Ex.1 Read the article. Then decide whether these statements are true (T) or false (F).

1) The two firms have also found approval from the government on whether their existing wholesale entities can engage in direct retailing and ecommerce, executives said.

2) Based on the new regulation on single-brand retail, markets have sought approval for Puma Sports India to do retail and e-commerce.

3) The company is respond to ET's emailed queries.

4) The retailert had relaxed the rules, permitting manufacturers to sell their products through wholesale, retail and ecommerce channel as well for the first time.

5) The government's new policy on single brand makes things easier and simpler for a foreign entity.

Ex.2 Read the article. Then make up 10 questions to the article.

Job related stress is a widespread problem in the workplace today

There are many different causes of stress, called stressors and they vary from person to person. People must be aware of the signs of stress, and try to prevent it before it begins affecting their lives. Stress has both mental and physical effects on people.

If there is an unhealthy level of stress and it is not reduced or prevented, it can lead to many health problems, mental problems and family problems. There are many things that both employees and employers can do to alleviate or prevent stress in the workplace. Stress management techniques are plentiful, and they must be employed by people today to ensure that they remain happy and healthy. Stressors in the workplace must be identified and dealt with so that a company and its employees can operate

efficiently and effectively. Stress is defined as physical, chemical, or emotional factors that cause bodily or mental tension. It is also a factor in causing disease or breakdown of a person's mental and physical condition.

The term stress is used by scientists and physicians to represent any force that impairs the stability and balance of bodily functions. From this definition of stress, the definition of job stress was formed. Job stress can be defined as the harmful physical and emotional responses that occur when the requirements of the job do not match the ability, resources, or needs of the worker, and when there is tension between employees. Job stress is also caused by conditions in the workplace that negatively influence an individual's job performance and overall well-being. The concept of job stress is often confused with challenge, but these things are not the same. Challenge boosts us psychologically and physically and it motivates us to learn new skills and master our jobs. When a challenge is met, we feel relaxed and satisfied, so challenge is important for healthy and productive work.

Ex.3 Write an essay on the following situation.

Your boss, Tasha Bovnich, wanted you to take part in an important Conference tomorrow morning. You cannot go because you have a terrible Headache. In fact, you have not slept very well for a week. Write a message (60-80 words) to your boss.

- Apologise and say why you cannot attend.
- Tell her what you plan to do about your health.

SPEAKING

Ex.1

Make a dialogue of the replicas A and B, which have their own numbers (1-6) in the correct order:

A(4)- - Return?

B(6)- I want to travel to
Rome for the summer
holidays, and I just want an

idea of prices and things.

A(2)- Well, first of all, how much does a flight cost

B(3) Thanks.

A(1)- Our cheapest, flight is with Alitalia, stopping over in Paris. That is 506 pounds.

B(2)- Hello. What can I do for you?

A(5)- Very good. What about the other airlines

B(1)- ? Yes, that is return. It is a good price, isn't it?

A(6)- With the other airlines, it depends on the time of year. When do you want to travel?

B(5) - Just a minute. What exactly do you want to know?

A(3)- That's quite an

expensive time of year, but if you wait a moment, I'll give you some other prices, just to give you an idea.

B(4)- I want to fly out at the end of June and come back about the middle of September

Ex.2

Discuss these statements. Explain your point of view

- Stress can result in a real breakdown of health.
- Stress is everywhere.
- Stress is a synonym for 'weakness' and 'helplessness'.
- Changes for the better can never cause stress.
- Overeating, smoking, drinking, or taking drugs do not help to cope with stress.
- Laughter is the best medicine for all diseases.
- It is impossible to avoid stress.
- The best way to minimize stress is to know your limits and to be in harmony with yourself.

GRAMMAR

Future Tenses

Ex. 1. Complete the sentences using a form of the future simple, future progressive or future perfect.

1. We _____ the room by the time you get back.
(FINISH)
2. The phone is ringing. – I _____ and answer it.
(GO)

3. I _____ tomorrow so we can go to the beach.
(NOT WORK)

4. If you touch the stove, you _____ yourself.
(BURN)

5. She _____ for the job that was advertised in the newspaper. (APPLY)

6. Next week at this time we _____ in the sun in Spain (LIE)

7. My sister _____ in the USA next year. (STUDY)

8. The Pope _____ Turkey in November. (VISIT)

9. I _____ lunch with Mary at 12. (HAVE)

10. I do not think the exam _____ very difficult. (BE)

Ex. 2. Complete the sentences using a form of the future simple, future progressive or future perfect.

1. When they _____ (to get) married in March, they _____ (to be) together for six years. 2. You're carrying too much. I _____ (to open) the door for you. 3. Do you think the teacher _____ (to mark) our homework by Monday morning? 4. When I _____ (to see) you tomorrow, I _____ (show) you my new book. 5. After you _____ (to take) a nap, you _____ (to feel) a lot better. 6. I am sorry but you need to stay in the office until you _____ (to finish) your work. 7. I _____ (to buy) the cigarettes from the corner shop when it _____ (to open). 8. I _____ (to let) you know the second the builders _____ (to finish) decorating. 9. Before we _____ (to start) our lesson, we _____ (to have) a review. 10. We _____ (to wait) in the shelter until the bus _____ (to come).

Ex 3. Complete the sentences for situations in the past. Decide which tense you need to use.

1. The train _____ (to arrive) at 12:30. 2. We _____ (to have) dinner at a seaside restaurant on Sunday. 3. It _____ (to snow) in Brighton tomorrow evening. 4. On Friday at 8 o'clock I _____ (to meet) my friend. 5. Paul _____ (to fly) to London on Monday morning. 6. Wait! I _____ (to

drive) you to the station. 7. The English lesson _____ (to start) at 8:45. 8. Are you still writing your essay? If you _____ (to finish) by 4pm, we can go for a walk. 9. I _____ (to see) my mother in April. 10. Look at the clouds – it _____ (to rain) in a few minutes.

Ex 4. Complete the sentences for situations in the past. Decide which tense you need to use.

1. When they _____ (to get) married in March, they _____ (to be) together for six years. 2. You are carrying too much. I _____ (to open) the door for you. 3. Do you think the teacher _____ (to mark) our homework by Monday morning? 4. When I _____ (to see) you tomorrow, I _____ (show) you my new book. 5. After you _____ (to take) a nap, you _____ (to feel) a lot better. 6. I am sorry but you need to stay in the office until you _____ (to finish) your work. 7. I _____ (to buy) the cigarettes from the corner shop when it _____ (to open). 8. I _____ (to let) you know the second the builders _____ (to finish) decorating. 9. Before we _____ (to start) our lesson, we _____ (to have) a review. 10. We _____ (to wait) in the shelter until the bus _____ (to come).

Ex 5. Complete the sentences for situations in the past. Decide which tense you need to use.

1. I am very sorry Dr. Jones _____ (not be) back in the clinic until 2pm. 2. This summer, I _____ (to live) in Brighton for four years. 3. I do not think you _____ (to have) any problems when you land in Boston. 4. The baby should be due soon, next week she _____ (to be) pregnant for nine months. 5. By the time we get home, they _____ (to play) football for 30 minutes. 6. In three years I _____ (to live) in a different country. 7. When you _____ (to get) off the train, I _____ (to wait) for you by the ticket machine. 8. _____ (to take) your children with you to France? 9. This time next week I _____ (ski) in Switzerland! 10

. Now I _____ (to check) my answers.

Degrees of Comparison

Ex 1. Choose the most appropriate answer.

1. Red apples are usually__than green apples.
a) more sweeter; b) most sweet; c) sweeter; d) sweetest.
2. They have three sons and two daughters. Betty is__of their children.
a) most young; b) the younger; c) the youngest; d) younger
3. I cannot hear you. Please speak___.
a) louder; b) loudest; c) more loud; d) the most loud
4. As we did not have much money, we stayed at__hotel that we could find.
a) a less expensive; b) a more expensive; c) the least expensive; d) the most expensive
5. They say that it's__storm in ten years.
a) by far worse; b) most worst; c) the worse; d) the worst
6. That happened in 1990, maybe even___.
a) earlier; b) more early; c) the earliest; d) the most early
7. I have no__questions.
a) farther; b) further; c) farthest; d) furthest
8. I need a brown carpet. This carpet is__than brown.
a) more red; b) most red; c) redder; d) reddest
9. She walked__trying to see the house numbers in the dark.
a) as slow as; b) more slow; c) more slower; d) more slowly
10. I think that it's__ but still possible.
a) as likely as; b) less likely; c) likelier; d) more likely.

Ex 2. Complete the following sentences using the appropriate form of the adjective.

1. She is than her sister.
a) pretty b) prettier c) prettiest
2. Martha is a girl.
a) nice b) nicer c) nicest
3. Supriya is the girl in the class.
a) intelligent b) more intelligent c) most intelligent
4. Martin speaks English
a) well b) better c) best

6. China is a country.
a) big b) bigger c) biggest
7. China is than India.
a) big b) bigger c) biggest
8. This is the book I have ever read.
a) interesting b) more interesting c) most interesting
9. I am than you.
a) smart b) smarter c) smartest
10. Take the of the two routes.
a) short b) shorter c) shortest

Ex 3. Put the adjectives between brackets in the correct form

1. My brother has a (tidy)_____ room than me.
2. Australia is (big)_____ than England.
3. I am (good)_____ now than yesterday.
4. She has got (little) _____ money than you, but she does not care.
5. He thinks Chinese is (difficult) _____ language in the world
6. Valencia played (bad) _____ than Real Madrid yesterday.
7. Cats are not (intelligent) _____ as dogs.
8. Show me (good) _____ restaurant downtown.
9. (Hot) _____ desert of all is the Sahara and it is in Africa.
10. Who is (talkative)_____ person in your family?

Ex. 4 Choose whether each sentence requires the comparative or superlative form:

1. There are 10 houses on our street. Our house is the _____ one.
a) biggest
b) bigger
2. My brother sings better than I do, but I play guitar _____ than he does.
a) the best
b) better
3. This is _____ song I have ever heard!
a) better

b) the best

4. Tom is _____ than I am.

a) stronger

b) the strongest

5. Out of all the students in our class, I am _____.

a) the shortest

b) shorter

6. Everyone says that my sister is _____ than I am.

a) the best looking

b) better looking

7. She is _____ girl in our school.

a) the best looking

b) better looking

8. This is boring. Let us do something _____.

a) the most interesting

b) more interesting

9. This isn't _____ book I have ever read.

a) more interesting

b) the most interesting

10. Your apartment is _____ than mine.

a) cleaner

b) the cleanest

Ex 5. Fill in the correct form of the words in brackets.

1. My house is (big) _____ than yours.

2. This flower is (beautiful) _____ than that one.

3. This is the (interesting) _____ book I have ever read.

4. Non-smokers usually live (long) _____ than smokers.

5. Which is the (dangerous) _____ animal in the world?

6. A holiday by the sea is (good) _____ than a holiday in the mountains.

7. It is strange but often a coke is (expensive) _____ than a beer.

8. Who is the (rich) _____ woman on earth?
9. The weather this summer is even (bad) _____ than last summer.
10. He was the (clever) _____ thief of all.

Modal verbs

Ex.1 Choose the right modal verb

1. There are plenty of tomatoes in the fridge. You _____ buy any.
 - a) mustn't; b) needn't; c) may not; d) should not.
2. It's a hospital. You _____ smoke.
 - a) mustn't; b) needn't; c) may not; d) don't have to
3. He had been working for more than 11 hours. He _____ be tired after such hard work.
 - a) must; b) need; c) have better; d) mustn't
4. The teacher said we _____ read this book for our own pleasure as it is optional.
 - a) can; b) needn't; c) must; d) should
5. If you want to learn to speak English fluently, you _____ to work hard.
 - a) could; b) need; c) needn't; d) mustn't
6. Take an umbrella. It _____ rain later.
 - a) need; b) should; c) mustn't; d) might
7. People _____ walk on grass.
 - a) couldn't; b) needn't; c) mustn't; d) may not
8. Drivers _____ stop when the traffic lights are red.
 - a) could; b) must; c) may
9. _____ I ask a question? Yes, of course.
 - a) May; b) Must; c) Should; d) Will
10. You _____ take your umbrella. It is not raining.
 - a) couldn't; b) needn't; c) mustn't; d) may not

Ex 2. Put in 'can', 'can't', 'could' or 'couldn't'. If none of these is possible use 'be able to' in the correct tense.

1. _____ you swim when you were 10?

2. We ____ get to the meeting on time yesterday, because the train was delayed by one hour.

3. He ____ arrive at the party on time, even after missing the train, so he was very pleased.

4. He is amazing, he ____ speak five languages, including Chinese.

5. I ____ drive a car until I was 34. Then I moved to the countryside, so I had to learn.

6. I looked everywhere for my glasses but I ____ find them anywhere.

7. I searched for your house for ages. Luckily I ____ find it in the end.

8. She is seven years old, but she ____ read yet. Her parents are getting her extra lessons.

9. I read the book three times, but I ____ understand it.

10. James ____ speak Japanese when he lived in Japan, but he has forgotten most of it now.

Ex 3. Put in 'can', 'can't', 'could' or 'couldn't'. If none of these is possible, use 'be able to' in the correct tense.

1. I ____ understand the chapter we had to read for homework. It was so difficult.

2. I ____ lift this box - it is too heavy! Would you help me?

3. Lucy ____ make it to our meeting after all. She has stuck in traffic.

4. John ____ play tennis really well. He's champion of his club.

5. Unfortunately, I really ____ sing at all. No one in my family is musical either.

6. When the car broke down I was pleased because I ____ solve the problem.

7. Julian ____ play excellent golf when he was only ten.

8. My grandmother ____ use a computer until last month. Since then she has been taking lessons at the library.

9. I ____ open this window! I think it has stuck.

10. Gill ____ play the piano. She has never studied it.

Ex 4. Put in 'can' 'couldn't' 'have to' 'might' 'must' 'ought to' 'shouldn't' 'was able'

1. It is very cold today. Do you think it ____ snow later?
2. You ____ leave your door unlocked when you go out.
3. They ____ have filled the car with petrol before they set off.
4. My motorbike broke down in the middle of nowhere, but luckily ____ to fix it.
5. Mum says we ____ watch TV after we have finished our homework.
6. You don't ____ pick me up at the station. I can get a taxi.
7. This is impossible, it ____ be a mistake!
8. Jim ____ have seen me because he walked past without saying 'Hello'.

Ex. 5 Rewrite the sentences with can, may, must or have to.

1. Don't park your car on bends. It is illegal.
You
 2. Perhaps she will agree with it. Who knows?
She
 3. Our teacher asked us to tidy the classroom.
We
 4. I need your help. It is too much work for me.
You
1. Look at that balloon. It's over there.
..... see ?
 2. Don't worry about dinner. I will make it.
You
 3. It is not necessary to be there.
We
 4. Why don't you stay with us? No problem!
You

Ex. 6 Complete the sentences using modal verbs and the words in brackets.

1. He was in prison at the time that the crime was committed.
He _____ it. (do)

2. Why weren't you here earlier?

You _____ here earlier. (be)

3. Why didn't you ask me to help you? I _____ you. (help)

4. I am surprised you were not told that the road was dangerous. You about _____ it. (warn)

15. Gary was in a strange mood yesterday. He _____ very well. (feel)

Passive Voice

Ex 1. Rewrite the sentences in Passive Voice.

1. Irene's husband brought her some beautiful shells from the South.

2. The explorers gave the newspaper reporters a long interview.

3. Mr Wilson will teach you English.

4. The doctor ordered me a month's rest from studying.

5. Tom gave Nick a book for his birthday.

6. Our mother tells us stories every evening.

7. Lydia will show you a new book of pictures.

8. A boy showed her the way.

9. They will send us a box of fruit.

10. Five six small children followed them.

Ex.2 Choose the correct form of the verbs a,b or c

1. This theatre ... (build) over 100 years ago.

a. had been built

b. has been built

c. was built

2. Is your car still for sale? — No. It ... already (sell).

a. has been sold

b. had been sold

c. was sold

3. Sometimes mistakes ... (make).

a. are made

b. are being made.

c. have been made

4. For the past few days I (work) in Jack's office, as my own ... (decorate).
- have been working/ is being decorated
 - worked/ decorated
 - am worked/ is being decorated.
5. While my friend ... (talk) to me, his wallet ... (steal).
- was being talked/ was being stolen
 - was talking/ was stolen
 - talked/stole
6. Where is your friend Bob? — I don't know. He ... (not/ seen) recently.
- hasn't seen
 - didn't see
 - hasn't been seen
7. If someone ... (report) you to the police, you ... (make) to pay a big fine.
- reports/ will be made
 - will report/ will make
 - is reported/ will be made
8. Professor ... (give) another lecture at the same time next week.
- will have been given
 - will be given
 - will give
9. Look at the dust in here! It ... (look) as if this room (not/clean) ... for a month.
- is looked/ hasn't cleaned
 - looks/ hasn't been cleaned
 - has looked/ isn't cleaned
10. The door ... (open) and a young lady ... (come in). It should be admitted that the door ... (open) by herself.
- opened/ came in/ was opened
 - was opened/ came in/ was opened
 - opened/ came in/ opened

Present tenses

Put the verb into the correct form: present simple (I do), present continuous (I am doing).

1. We can go out now. _____ (it / not / rain) any more.
2. _____ (I/ get) hungry. Let us go and have something to eat.
3. Why _____ (you / look) at me like that? What is the matter?

Which is correct?

4. Look! That man over there **wears / is wearing** the same sweater as you.
5. I wonder why James **is / is being** so nice to me today. He is not usually like that.
7. Where are you **coming / do you come** from. Are you American?

Complete each question using a suitable verb.

8.

A: I am looking for Paul.

B: Yes, he was here a moment ago. _____ him?

9.

A: Where _____?

B: Just to the shop at the end of the street. I'll be back in a few minutes.

10.

A: _____ a horse before?

B: No, this is the first time. I'm a little nervous.

11.

A: _____ Sarah recently?

B: Yes, we had lunch together a few days ago.

12.

A: Amanda is sitting the ground. Why?

She's out of breath. _____ (she / run)

13.

A: It's still raining. I wish it would stop.

B: _____ (it / rain / all day)

14.

A: Next month Gary is going to run in a marathon.

B: _____ (he / train / very hard for it)

15.

A: Every year Robert and Tina spend a few days at the same hotel by the sea.

B: _____ (they / go / there for years)

Past tenses

Put the verb into the correct form: past simple (I do), past continuous (I am doing).

1. Katherine _____ (wait) for me when I _____ (I / arrive).

2.

A: When I last saw you, _____ (you / think) of moving to a new flat.

B: That is right, but in the end _____ (I / decide) to stay where I was.

3. When I first _____ (tell) Tom what happened, _____ (he / not / believe) me. _____ (he / think) that _____ (I / joke).

Complete each question using a suitable verb

4.

A: Is David still here?

B: No, I am afraid he is not.

5.

A: How did you cut your knee?

B: I slipped and fell when _____ tennis.

6.

A: How often do you go to the cinema?

B: Very rarely. It is nearly a year

7.

A: I have bought some new shoes. Do you like them?

B: Yes, they are very nice. Where _____ them?

Complete the sentences. Use one word only.

8. I _____ this pen on the floor. Is it yours?

9. Helen is learning to drive. She _____ her first lesson yesterday.

10. 'I've got a new job.' 'Yes, I know. David _____ me.'

11. 'Where did you buy that book?' 'It was a present. Ann _____ it to me.'

Put the verb in the right form.

12. Paul was not well yesterday, so _____ to work. (he / go)

13. 'Is Mary there?' 'Yes, _____ five minutes ago.' (she / arrive)

14. When I arrived at the office, Jane and Paul _____ (work) at their desks.

15. The phone _____ (ring) while Sue _____ (cook) the dinner.

Future tenses

Ex 1. Put the verb into the correct form. Choose from the following:

going to (I'm going to do)/ will ('ll) / won't/ will be doing

1. I feel a bit hungry. I think _____ (I/ have) something to eat.

2. What time _____ (I/ phone) you tonight? About 7.30?

3. Look! That plane is flying towards the airport. _____ (it / land).

4. I am sorry you have decided to leave the company. _____ (I/ miss) you.

5. _____ (I/ give) you my phone number? If _____ (you / call) me?

6. I am not ready yet. _____ (I / tell) you when _____ (I/ be) ready. I promise _____ (I / not / be) very long.

7.

A: Where are you going?

B: To the hairdresser's. _____ (I/ have) my hair cut.

8. I wonder where _____ (we / live) ten years from now?

9. _____ (we / have) a party next Sunday. I hope you can come.

10. Do you know about Sally? _____ (she / leave) her job. She told me last week.

11. The weather is nice now but I think _____ (it / rain) later.

12. When you see Ann, can you ask her to phone me? OK, _____ (I / ask) her`

12. What would you like to drink, tea or coffee? _____ (I / have) tea, please.

13. Don't take that newspaper away. _____ (I / read) it.

14. _____ (I / phone) you tomorrow?

Ex.2 The sentences below represent a variety of views on international markets. Complete the sentences with the given words.

Companies competition environment gap opportunities poverty prices standards unemployment workers

“International markets for labour, capital, goods and services ...

1) provide . . . opportunities . . . for people to work/study abroad and improve their lives.”

2) increase and improve the choice of goods and services.”

3) create and lead to job losses in richer countries.”

4) reduce and increase wealth everywhere.”

5) exploit in poorer countries.”

6) widen the between rich and poor nations.”

7) mean lower costs and cheaper retail , which benefit consumers.”

8) give large multinational and trading blocs too much power.”

9) lead to damage to the natural , local cultures and industries.”

10) promote higher of living, working conditions, technology, education, etc.”

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Websites with Free Resources:

- **British Council LearnEnglish**: Provides a wealth of free materials, including online live classes.
- **BBC Learning English**: Offers high-quality, free resources for English language learning.
- **LearnEnglish (British Council)**: Offers a variety of resources categorized by topic and age group.
- **Randall's ESL Cyber Listening Lab**: Focuses on improving listening comprehension with various audio exercises.
- **American Rhetoric: Online Speech Bank**: Provides access to speeches for listening practice and analysis.
- **Voice of America Learning English**: Offers news, features, and other content adapted for English learners.
- **EnglishMediaLab**: Provides free online exercises like grammar tests, vocabulary videos, and listening exercises.

Other Useful Resources:

- **YouTube**: A great resource for authentic language exposure through various channels like Learn English with Ronnie, BBC English Grammar, and others.
- **TED Talks**: Offers free, engaging talks on a wide range of topics, suitable for listening practice.

- **Grammarly**: A tool that helps improve writing by checking grammar and spelling.
- **Cambridge English**: Provides free resources and practice materials for Cambridge English Qualifications.
- **EnglishClub**: Offers a wide range of learning materials, including dictionaries, language tools, and more.
- **English Daily**: Offers resources for TOEFL vocabulary, grammar lessons, and more.
- **Dictionaries**: Longman Dictionary of Contemporary English, Cambridge ESL Dictionary, and Dictionary.com are good resources for looking up definitions and understanding vocabulary.
- **Dave's ESL Cafe**: Offers links for ESL students and teachers.
 - **Learn English Feel Good**: Provides grammar and vocabulary tests, video and audio exercises, and lessons for travelers.

Навчальне видання

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