

READING

1 Work in pairs. Which pieces of advice a)–i) do you agree/disagree with? Why?

- Don't worry about other people's opinions.
- If you want anything said, ask a man. If you want anything done, ask a woman.
- If it looks good on your CV, it's worth doing.
- Don't mix business with family.
- Don't explain. Just do what needs to be done.
- Use every chance you get.
- If you don't like something, change it. If you can't change it, change your attitude.
- Show that you have confidence in your abilities.
- Respect everyone.

2A Read the article. Match speakers 1–7 with advice a)–i) above. There are two extra pieces of advice.

B Work in groups and discuss which pieces of advice in the article surprised you. Have you ever been in a similar position to the people in the text? What did you do?

VOCABULARY learning

3A Find expressions in the article with the following meanings.

- finding out how something is done in a particular place or situation (introduction)
- was criticised by someone (paragraph 1)
- believed that my feelings are correct (paragraph 2)
- use the chances you get (paragraph 3)
- don't stop trying to achieve something (paragraph 3)
- changed a person deeply, e.g. the way they understand the world (paragraph 4)
- feel deeply that you can succeed (paragraph 6)
- in a position in which you quickly have to learn something difficult (paragraph 7)

Words from the wise

Everyone needs words of wisdom. When we're learning the ropes or things are going wrong, we all need help. Sometimes it's the wise words of our mentors that set us free. But we also need to watch out for advice that sounds good, but doesn't work. The trick is to know the difference between the two.

1 Rubem Alves, educator, writer

In the 1960s, I was in the United States doing post-graduate work. Although I never explicitly criticised the government, I came under attack for my political sentiments. My professor then gave me the following advice: 'Rubem,' he said, 'never explain yourself. For your friends, it's unnecessary. For your enemies, it's pointless.'

2 May Chen, web designer

When I was starting out in my twenties, I did some really boring jobs because people kept telling me, 'It'll look good on your CV.' Had I been more confident, I wouldn't have listened. I could have done more interesting things if I'd trusted my instincts. So I got a nice CV, but now I regret wasting my twenties. If only I'd known then what I know now.



3 Jane Goodall, primatologist and conservationist

When I was about ten years old and dreaming of going to Africa, living with animals and writing books about them, everyone laughed at me. Africa was far away and full of dangerous animals, and only boys could expect to do those kinds of things. But my mother said, 'If you really want something and you work hard and you take advantage of opportunities – and you never, ever give up – you will find a way.' The opportunity was a letter from a friend inviting me to Kenya. The hard work was waitressing at a hotel to earn money for the trip – and spending hours reading books about Africa and animals, so I was ready when Dr Louis Leakey offered me the opportunity to study chimpanzees.

B Look at questions 1–8 and choose at least four that you are happy to answer. Compare your answers with other students.

- When were you last on a steep learning curve? What was the most difficult thing to learn?
- In what situations do you always trust your instincts?
- What opportunities have you taken advantage of?
- Have you ever told yourself 'never give up'? What was the situation?
- Can you think of a great event or person that had a profound effect on you?
- Do you know anyone who has come under attack for things he/she said or believed?
- Can you think of a situation or place in which you had to learn the ropes?
- Has anyone ever told you to 'believe in yourself'? Who? When? Why?

4 Felipe Massa, Formula 1 driver

In 2006, I became team-mates with Michael Schumacher. I knew Schumacher as a legend, the man who had broken practically every record in Formula 1. But the most profound effect Schumacher had on me was when the great champion said, 'People will speak badly about you one day and well about you the next. Ignore them. The important thing is to do your work as well as you can.'

5 David Satcher MD, US Surgeon General

When I left home to attend Morehouse College, my father – who did not even have the privilege of completing elementary school – accompanied me to the bus stop and gave me the most important advice I ever received: 'Son, when you get there, you're going to meet a lot of people that have a whole lot more than you. You may even meet some that have less than you do. But no matter who you meet, treat everybody with respect.' Those are words I still live by.

6 Stefan Orogovitz, brain surgeon

A journalist once asked me, 'Why do brain surgeons have such large egos?' I told her, 'We need them. We lose ninety-five percent of our patients.' If I'd known that statistic when I was learning the ropes, I'd be selling insurance today. How can you keep working with figures like that? There's only one way: do all you can, never apologise, believe in yourself and always tell the truth.

7 Xhang Li, businesswoman

When my husband and I first began in the real estate business, we were on a steep learning curve and it caused some friction. Everyone told us, 'Marriage and business don't mix.' I wish we hadn't listened to their advice. They were so wrong! We're a great team because of our great marriage. But for our trust in each other, we would never have become so successful.



PRACTICE

5A Complete the story with one word in each gap.

One day, a poor stonecutter worked chipping stone from the side of a mountain. Tired and hungry, he said, 'I wish I had ¹ _____ born a rich man.' A magic spirit heard him and transformed him into a rich man. He enjoyed his new life, but one day the sun burnt him. He said, 'The sun is more powerful than me. I ² _____ I was the sun instead of a rich man.' So the magical spirit transformed him into the sun. Now he shone down on the earth. But one day a cloud passed in front of him. 'The cloud is more powerful than me! ³ _____ I know this, I would have asked to become a cloud!' The magical spirit turned him into a cloud. Now he blocked the sun and caused cold weather, but one day the wind blew the cloud away. He said, 'If I had been stronger, I could ⁴ _____ stopped the wind. I wish I was the wind.' The spirit granted his wish. He blew and blew, creating dust storms and hurricanes, but when he tried to blow a mountain over, he failed. ⁵ _____ for my weakness, I would have blown that mountain down. If ⁶ _____ I had been transformed into a mountain, I would be the strongest of all.' Again, the spirit helped him. Now, he stood huge and immovable. But one day he felt something chipping at him. It was a stonecutter. 'The stonecutter is the most powerful!' he said. 'If only I had known this, I ⁷ _____ have remained a stonecutter. I ⁸ _____ making all these wishes and I want to be a stonecutter again.' And so the magic spirit turned him back into a poor stonecutter.



GRAMMAR conditionals and regrets

4A Look at paragraphs 2, 6 and 7 in the article above. Underline four conditional sentences and three phrases to describe regrets.

B Check what you know. Answer the questions.

- 1 Instead of *if* + past simple, two of the conditional sentences use alternative forms. What forms are they?
- 2 Are these forms more or less formal than an *if* clause?
- 3 Two of the phrases to describe regrets use the same verb tense. What tense is this?

C Look at the sentences you underlined again. Which one is a mixed conditional? Read the rules to check.

Rules:

- 1 Use *if* + past perfect and *would* + present continuous/present simple to form a mixed conditional.
- 2 Use a mixed conditional to say that if something in the past had been different, the present would be different.

B Complete the moral of the story in any way you choose. Compare your ideas with other students.

A wise person ...

C ▶ 2.1 Which sentences 1–8 in the story can use contractions? Listen and check. Then listen and repeat.

In sentence 1, 'had' can be contracted: 'I wish I'd been born ...'

SPEAKING

6A Complete the sentences and make them true for you.

- 1 If there's one thing I've learnt ...
- 2 One thing I'd never ...
- 3 One thing I wish I'd known when I was ...
- 4 If I had a personal motto, it would be ...
- 5 My mother/father/mentor/friend always told me ...

B Work in groups and take turns. Read your sentences and give some background, explaining what you wrote. Try to use contractions.

VOCABULARY PLUS metaphors

7A Read the metaphor and choose the correct meaning.

I'm over the hill.

- I can't do something well enough because I'm too old.
- I have done the most difficult part of a task.

B Discuss the questions.

- Can you think of other examples of metaphors?
- Why are metaphors used?
- How do they help to communicate an idea?

speakout TIP

Metaphors sometimes come in patterns: *your career is a journey*; *time is money*; *ideas are food*; *good is up* and *bad is down*. It is useful to write these metaphors together in your notebook. This helps you to remember them. Do this with the metaphors in exercises 8 and 9. Which ones are similar in your language?

8 Read the paragraph and underline four metaphors related to journeys. Match them with meanings 1–4.

When I graduated, everyone said, 'You'll go far.' I joined a law firm and quickly reached the peak of my profession. But then my career started to go downhill. I argued with colleagues and lost some cases. I found myself at a crossroads: either I could continue working there or I could take a risk and start my own firm.

- go badly
- having to choose one thing or another
- have a great future (*You'll go far.*)
- become number one



9A Work in pairs. Student A: read the paragraph below and underline four metaphors related to ideas. Match them with meanings 1–4. Student B: turn to page 159.

When I was a philosophy student at university, one day my professor said, 'OK, here's an idea. For some, this might be hard to swallow, but I have a proposal. Instead of making you take exams, in which you just regurgitate the book, at the end of term you all give a talk about something you found interesting in class.' He paused. Silence. 'It's just food for thought,' he said. 'You don't have to decide now.' None of us had done anything like this before. But, as if to prove it wasn't just a half-baked idea, at the end of term, he made us do it. It was the best thing I did in four years at university.

- reproduce without thinking
- difficult to believe/accept
- badly thought-out
- something to think about

B Read your paragraph to your partner twice. Which metaphors did he/she notice? Teach the four metaphors to your partner.

10 Replace the underlined phrases with metaphors and any necessary verbs.

- My teachers said, 'You have a great future ahead of you.' *You'll go far.*
- A friend told me she was related to Albert Einstein, but I find that difficult to believe.
- You should keep some time free to visit the National Gallery when you're in Edinburgh.
- He had a badly thought-out plan to start a website selling cars.
- I began my career by winning two tennis tournaments, but then things started to go wrong.
- Our dog had been sick for years and was expected to die at any moment.
- He was at the height of his career when he decided to retire.
- Someone once said 'all children are born geniuses'. That's something for us to think about.

11A Work in pairs and think of two:

- half-baked ideas that could change the world. *Allow all schools to be run by the students.*
- tips for reaching the peak of your profession.
- things you can't afford (either the money or time) to do.
- activities you would do if you put aside some time for yourself.
- reasons why famous people's careers go downhill.
- things you heard in the news that you find hard to swallow.

B Explain your ideas to other students.

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GRAMMAR

2.1 conditionals and regrets

The most common conditional sentences refer to permanent facts (zero conditional), future possibility (first conditional) or imaginary situations (second conditional).

third conditional

Use to talk about something that could have happened, but didn't, or should not have happened, but did.

If I hadn't eaten that shellfish, I would have been fine.

other forms with a third conditional meaning

Supposing you'd met the President, what would you have said?

Imagine you'd missed the flight, what would you have done?

In more formal contexts, it is possible to replace *if* by inverting the subject and *had*.

Had I known her, I would have said hello.

Or replace *if* with *but for* + noun (+ gerund)

But for Wilkinson's heroics, they would have lost the match.

mixed conditional

Use to say how, if something had been different in the past, the present or future would be different.

If she'd listened to me, she wouldn't be in debt now.

regrets

Use *regret* + gerund, *if only* + past perfect or *wish* + past perfect to say we want something in the past to have been different.

I regret going out last night.

If only I hadn't left the oven on. He wishes he'd gone to university.

Use *if only* + past simple or *wish* + past simple to say we want something to be different now.

If only we had some matches! I wish you were here.

Note: After *if*, *if only* and *wish*, we often use *were* instead of *was*. *Were* is considered more correct in formal English, although *was* is often used in spoken English.

Use *if only* + *would* or *wish* + *would* to show we are annoyed by something now.

If only you'd be more sensible! I wish you would be quiet!

2.2 verb patterns

verb + -ing

Many verbs can be followed by a verb in the -ing form.

Some of these verbs are related in meaning: *like*, *dislike*, *adore*, *love*, *detest*, *can't bear/stand*. Some can also be followed by the infinitive, but the meaning may change.

We regret to inform you ... (We are sorry before we speak.)

He regrets telling her ... (He is sorry after he speaks.)

Prepositions are followed by an -ing form.

Are you still interested in buying the property?

-Ing forms when they function as nouns (gerunds) are often the subject of a sentence.

Smoking is bad for you.

infinitive with to

Use an infinitive with *to*:

- after certain verbs including *appear*, *decide*, *fail*, *need*, *offer*, *refuse*, *want*, *wish*. Verbs with a future meaning (*hope*, *expect*, *promise*, etc.) are often followed by the infinitive.

They hoped to negotiate a better deal.

- after certain verb + object combinations, e.g. *advise*, *allow*, *ask*, *cause*, *encourage*, *forbid*.

The police asked everyone to remain calm.

- with some nouns, often as part of semi-fixed phrases (*It's time to ...*, etc.).

- after most adjectives.

I was happy to help.

passive infinitive or -ing form

Use the passive -ing form (*being done*) to describe actions which are done to the subject.

I hate being told what to do.

Use the passive infinitive (*to be done*) after some verbs (especially reporting verbs).

He was considered to be the right person for the job.

perfect infinitive or -ing form

Use the perfect -ing form (*having done*) or the perfect infinitive (*to have done*) to emphasise when one action happened before another.

She mentioned having seen him leave.

They seem to have solved the problem.

After verbs of preference (*would like/love/hate/prefer/rather*) we can use the perfect infinitive to talk about an action in the past.

We would hate to have lost the match.

negative infinitive or -ing form

Not + infinitive and *Not* + -ing are also important.

It's quite common not to understand at first.

Not understanding is quite common.

Infinitives can be the subject of a sentence.

To learn is important. Not to thank her would be impolite.

2.3 introducing opinions

Use the following phrases to introduce opinions or knowledge.

If you want my honest opinion, ...

Quite frankly, ...

The reality is, ... / In reality, ...

According to (the statistics), ...

From what I can gather, ...

As far as I'm concerned, ...

To my knowledge, ...

Look at it this way.

If you ask me, ...

PRACTICE

- 2.1** **1** Complete the sentences with the correct form of the verbs in the box. Use the negative form where necessary.

take over know be spend find cause stay pull
die become tell arrive win listen call cook

- If you _____ to my advice, you _____ in such a terrible situation now.
- I regret _____ a manager so young; I wish I _____ more time in the industry first.
- We _____ your house if we _____ you on the mobile.
- Imagine if Donner Textiles Ltd _____ the company, it _____ all kinds of problems.
- Had they _____ us about that hotel, we _____ there now, instead of in this dump!
- But for the emergency services _____ so quickly, many more people _____ in the fire.
- If I _____ she didn't eat wheat, I _____ pasta.
- It's such a shame: had she _____ a muscle, she _____ the race.

- 2** Rewrite the sentences using the word(s) in brackets.

- We gambled on red. We lost.
(If/won) _____
- They only asked him to the party because he's famous.
(wouldn't) _____
- The boys feel bad about borrowing your car.
(regret) _____
- She didn't know you were a vegetarian! She bought fish!
(Had) _____
- I forgot my keys. Now we're locked out!
(If only/wouldn't) _____
- I'm working in a boring, low-paid job. I shouldn't have dropped out of university.
(If) _____
- Ahmed is sorry he didn't speak to you before you left.
(wishes) _____
- He had an injury. We would have won otherwise.
(But for) _____

- 2.2** **1** Underline the correct alternatives.

We all know how important ¹*make/making/to make* a good first impression is. We've heard the statistics: when you meet someone for the first time, only seven percent of their impression is based on what you say, thirty-eight percent on how you say it, and a massive fifty-five percent on your appearance and manner. So, it's vital not ²*underestimate /underestimating/to underestimate* the importance of choosing your clothes carefully when you go to that key meeting or job interview. This is your opportunity ³*impress/impressing/to impress*. On ⁴*walk/walking/to walk* into the room, most people are likely ⁵*to have form/to have forming/to have formed* an opinion of your character based on your appearance in less than three seconds. It's difficult ⁶*say/saying/to say* why people insist on ⁷*judge/judging/to judge* by appearances, even when we know that it's so unreliable ⁸*do/doing/to do* this. Even in courtrooms, juries and judges appear ⁹*give/giving/to give* lighter sentences to people who are well-dressed.

- 2** Find and correct the six mistakes in sentences 1–8.

- I can't bear seeing people smoke in cars.
- I don't know why you waste all your time sit in front of the computer.
- Cooder was encouraged play the guitar by his father.
- They hoped meet up with some of the stars after the show.
- They were rumoured to have get married in secret.
- I gave up the idea of go into politics when I was in my thirties.
- We were tempted ask if we could stay the night, but we thought it might seem rude.
- I would prefer to have seen it for myself.

- 2.3** **1** Match the sentence halves.

- | | |
|-------------------|----------------------------------------------------------------------|
| 1 If you want my | a) honest opinion, there isn't much evidence to support this theory. |
| 2 The reality | b) frankly, this is the best film of the decade. |
| 3 Look at it | c) is, we can't keep sending them money. |
| 4 As far as | d) gather, he's very well-established in his field. |
| 5 If you ask | e) knowledge, Yum Yums is the best brand for baby food. |
| 6 According to | f) me, you should put aside more time for your family. |
| 7 Quite | g) the boss, we're making a profit of €100,000 every month. |
| 8 From what I can | h) I'm concerned, this company is living on borrowed time. |
| 9 To my | i) this way: we must do something now or things will get worse. |

PRACTICE

10.1 1 Match the sentence halves.

- 1 No sooner had I reached the door
- 2 Little did I know what
- 3 At no time did she
- 4 Only after the film had started
- 5 Scarcely had I walked in through the door
- 6 Had I suspected that he was untrustworthy,
- a) admit that it was her own mistake.
- b) I obviously wouldn't have given him the package.
- c) than I realised I had left my keys inside.
- d) did I realise that I'd seen it before.
- e) surprises they had in store for me.
- f) when the phone rang.

2 Find and correct the five mistakes in sentences 1–8.

- 1 Seldom I have seen him looking so miserable.
- 2 Not only have they decided to move cities, but they are leaving the US altogether.
- 3 Under no circumstances you should leave the office.
- 4 We had known there would be a water shortage, we would have been more prepared.
- 5 Only later she realised her mistake.
- 6 Had he invited us, we would have been delighted to accept.
- 7 At no time did she consider giving up her campaign.
- 8 Were they to apologised more quickly, I might have forgiven them.

10.2 1 Complete the sentences with a suitable word.

- 1 She's nothing _____ as intelligent as her father.
- 2 We are _____ lot stronger than them.
- 3 I'm _____ any bigger now than I was aged twelve.
- 4 This tastes a good _____ better than it did yesterday.
- 5 He's _____ bit as famous as his mother.
- 6 Some sprinters just get faster and _____ as they get older.
- 7 The closer you come, _____ more dangerous it'll be.
- 8 I'm nowhere _____ as ambitious as my brother.

2 Put the underlined words in the correct order to complete the text.

For footballer Tiago Manuel Dias Correia, better known as *Bébé*, life ¹ better better just and gets. He is ² as near as nowhere famous Cristiano Ronaldo, but his story ³ bit remarkable every as is. In ⁴ than little year a more, from living in a shelter for young people in Lisbon, Bébé is on the brink of stardom. He was playing for the CAIS Association in the 2009 European Street Football Festival in Bosnia when he joked with his team-mates that one day he ⁵ greater far would than be Ronaldo. While he still has a long way to go before he achieves that, he has just ⁶ deal closer a good come. During the tournament in Bosnia, Bébé was the best player, but according to the director of Bébé's team, he was ⁷ like nothing hero flamboyant his as as, Ronaldo. 'He was a very simple sort of guy who did not have much. But ... in terms of ability, he was the team. But he did not try to keep the ball. He involved the others.' After the tournament, he was signed by Estrela Amadora, a Portuguese club. Then he moved on to a club called Vitoria. After he had impressed in a pre-season game, suddenly Manchester United came calling. In August 2010, the British club signed him for a reported £7.4 million, ⁸ more than money considerably he would have expected to see in his lifetime. 'I had the dream of playing for a major club,' said Bébé, 'and that dream has come true.'

- | | |
|---------|---------|
| 1 _____ | 5 _____ |
| 2 _____ | 6 _____ |
| 3 _____ | 7 _____ |
| 4 _____ | 8 _____ |

10.3 1 Two words in each sentence are in the wrong order. Correct them.

- 1 A: We want to sort out this as soon as possible.
B: So do we. Can you go into detail more about your proposal?
- 2 A: By end the of the meeting, we want to have a concrete plan.
B: What do you have mind in?
- 3 A: If you do for this me, I'll help you with the project.
B: I'm sure not we can do that because of our contract.
- 4 A: Good, that sounds to acceptable me.
B: Let know me if you have any queries.
- 5 A: Great! We've a got deal.
B: Get in touch if anything clarifying needs.
- 6 A: What if supported we your idea for the pension scheme?
B: OK, but the rest of the proposal would difficult be for us as it still means cutting jobs.