

<i>900 exercises in vocational communication</i>	<b>SUMMATIVE ASSESSMENT</b> Page 1	<b>Category E</b> <b>Level 1</b>
	<b>Answers</b>	

PART 1

**The telephone rings. You answer it.**

*The voice on the other end: Hello! This is for a poll for the FLOP institute.  
Can you spare the time to answer a few questions?*

You: What, just like that? On the phone?

*The voice: Yes, now, by phone.*

You: How long will it take?

*The voice: Not more than 5 minutes.*

You: And what is this poll for?

*The voice: Choices you make in everyday life.*

You: And what is its purpose?

*The voice: To find out the habits of people your age.*

You: How do you know my age?

*The voice: It's written on my paper...*

You: Is this poll about brand names? For products?  
Politicians?

*The voice: That depends. Shall we start?*

You: All right.

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	<b>Suggested answers</b>	

**Now you are going to answer the questions for real.  
Each time, give at least one reason.**

*The answers given here are only suggestions.  
They propose several arguments, even though only one was required.  
A lot of different answers are possible.*

1. Do you prefer to live in a flat or a house? Why?

*I prefer to live in a house. You don't hear the neighbours. You can have a garden. There is often an attic or a basement. You can store things there. Etc.*

2. Do you like to watch advertising on television? Why?

*I don't like to watch advertising on television. Advertisements do not always tell the truth about the products. They just try to make you buy them. Advertisements are always louder than the programmes. That's to influence people. A lot of ads are stupid. Ads interrupt films or programmes. You lose track of the story. Etc.*

3. Did you vote for Mr Harry Tooting in the European elections?

*No, I didn't vote for Mr Tooting. I don't consider him very honest. He was on trial for embezzlement. He manipulates people. He is vulgar with his opponents. Etc.*

4. Do you buy well-known brands? Why?

*No, I can't afford them, even in the sales. The well-known brands aren't always the best quality. I'm fed up with the advertisements. You pay for the name. Etc.*

5. Do you sleep with a blanket or a duvet? Why?

*I sleep with a duvet. It's warmer than a blanket. It's easier to make your bed with a duvet. It's very comfortable. Etc.*

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PART 2

You are having lunch with your friend Fred. You talk to him about the poll. Your friend asks you: "So what happened with this poll?"

Explain to him in a few lines.

*This text is only a suggestion.*

They contacted me by phone. It was the Flop polling institute. I had to answer 5 or 6 questions. It took about 5 minutes. It was to find out about people's habits. The person knew my age! Do you realise? I'm in a file somewhere!

PART 3

*Fred: Can you give me an example of a question?*

*You: Yes. If I prefer to live in a house or a flat.*

*Fred: And what did you answer? What were your reasons?  
And can you give some examples. I find this quite interesting...*

**Answer your friend. Give several reasons and several examples.**

*This text is only a suggestion.*

*You: I said a house. It's generally bigger than a flat.  
You don't hear the neighbours making a noise. That's very important to me. For example, I live in a small flat in the town centre. The people above me have 3 children and they don't have carpets. They run around all day! And the next-door neighbours listen to loud music in the evenings. They often have friends round. They make an awful noise! The neighbours below are old people. They are both deaf! So the television is on loud all day!  
And then, with a house, you can have a garden. I've always dreamed of having a garden. For example, Greg has had his garden for 2 years. He's got a dog now. I'd love to have a dog. But in such a small flat it wouldn't be fair! It's just not possible.  
Etc.*

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PART 4

*Fred: Another question?*

*You: Er... Did I vote for Harry Tooting?*

*Fred: Harry Tooting! That crook! That liar!*

*You: Do you really think he's a crook?*

*Fred: Of course I do! I can think of loads of examples! He paid huge salaries to his whole family. With public money! These people never even worked! He used money from taxes. All that just to pay his cleaning lady. He sold arms under a false name. There were two trials. But he always won. He paid the best lawyers! Oh yes, he's a crook! And a liar too! He made lots of promises so he would win the election. You want examples? He talked about lowering taxes. And giving more help to the underprivileged. He's done nothing. Useless!*

**Your friend does not like Harry Tooting. He gives 2 arguments against him. What are they?**

1. He's a crook.
2. He's a liar.

**What examples does he give for these 2 arguments?**

1.
  - He paid salaries to the members of his family. They never worked. It was with public money.
  - He used money from taxes. It was just to pay his cleaning lady.
  - He sold arms under a false name.
2.
  - He promised to lower taxes.
  - He promised to help the underprivileged. He didn't keep his word.

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PART 5

**Fred:** *Tooting is making me angry! Let's get back to the question about the flat. I have a question. I need your opinion. I inherited a tidy sum of money recently. From my old aunt, do you remember her? And I can't decide. I could buy a studio in a nice area of town. The inheritance would cover almost all the price. I would need a 5-year loan...*

*But I could also buy a flat. With 3 or 4 rooms. The loan would be over 20 years. That's a long time. But I'm fed up with paying high rent. Especially for two small rooms in a grotty place!*

*What do you think? The studio or the flat?*

**Answer your friend. Give him at least 2 arguments and 2 examples.**

*This text is only a suggestion.*

*(One line under the arguments and 2 under the examples).*

It's difficult to say. The flat seems a better choice. Firstly, a studio is always very expensive. You pay for a kitchen and bathroom just for one room. With a flat, you pay the same thing for several rooms. In a studio, the kitchen is often tiny. The bathroom is too. Do you remember Leo? He bought a studio near me. The kitchen was like a cupboard! You couldn't even store the plates in it! With a flat, you could have a flat-mate. His rent would help you pay off the loan. For example my cousin Rita bought a 4-roomed flat. She has a flat-mate. They each have two rooms. The rent she receives is really helpful.

PART 6

Three friends are coming to join you for coffee. Fred is talking about his problems with the flat. The 3 friends give their opinion:

**Maria:** I'd go for the studio. You needn't take out a long-term loan. You live alone. A studio would be enough for you. And it's nice to live in a pleasant area!

**Amy:** I'm more for a big flat. The loan would be long-term, it's true. But you've got a steady job. And you're quite well paid. You could manage a big loan. And you won't be alone all your life! You'll probably have children one day, too... So you'll need 3 or 4 rooms.

**Millie:** I'd go for the studio. You're on your own for the moment. You'll have paid it off in 5 years. After that, you can sell it if you start a family. Then you can buy a bigger flat. And you won't have such a big mortgage.

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**What are the different opinions of Fred's friends?  
Find the 3 opinions and put a cross by them.**

- X** - Buy the studio with a short-term loan.
- Buy a studio and let it out.
- Buy the 2-roomed flat Fred is in at the moment.
- Buy a studio in a less pleasant area.
- X** - Buy a larger flat and live in it.
- Buy a larger flat and rent the studio.
- Buy a large flat in a poorer area.
- X** - Buy the studio. Sell it later to buy a larger flat.

PART 7

**Who do you agree with most?  
Maria, Amy or Millie.  
Explain why.**

*This text is only a suggestion.  
It takes up the words of the friend with:  
- the arguments in common  
- some extra arguments that seem right*

*I agree with Amy. She advises the flat. We both think it's better to have a bit more space. And then, Fred has a steady job. That enables him to take out a bigger loan. He earns a good salary. So he can pay more each month. He can take a loan for a shorter time. Amy thinks that he won't be on his own all his life. Most people live with someone else. It will surely be the same for Fred. So I think that Amy is right to advise him to buy a flat.*

**END OF SUMMATIVE ASSESSMENT**