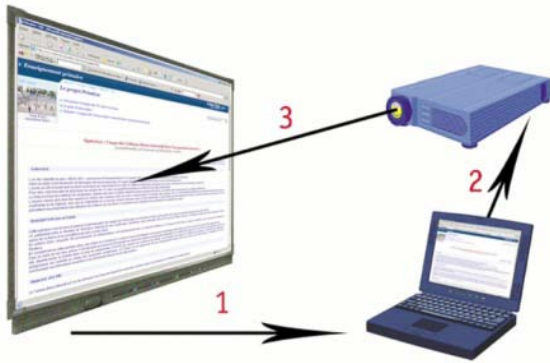


PRESENTATIONS AND CONFERENCES

What are these objects called in English ?

1.

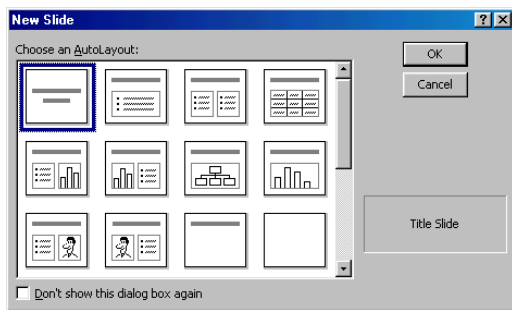


2.

3.

4.

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6.

7.

8.



9.



10.



11.



12.



13.



14.



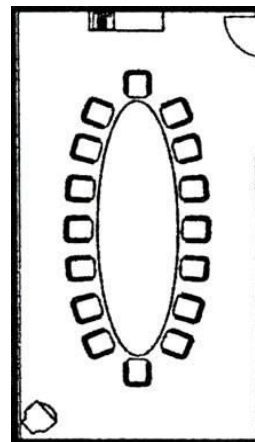
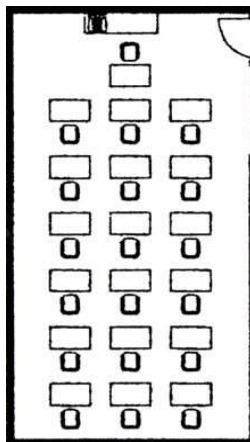
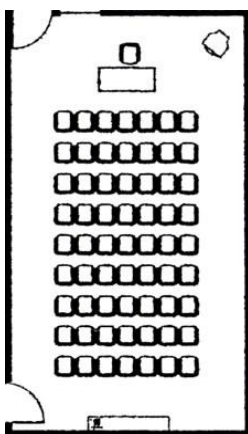
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16.

2) SEATING ARRANGEMENTS

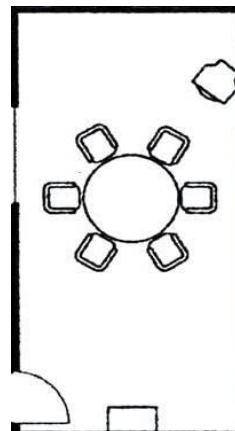
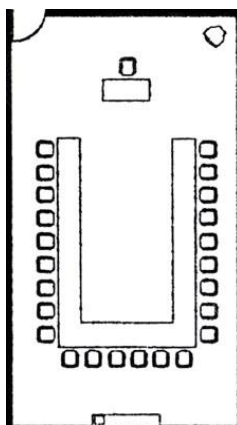
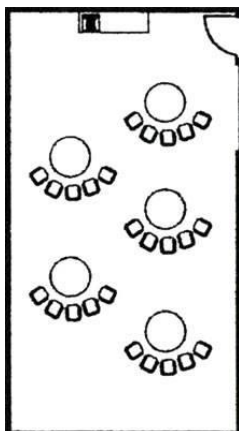
2a) Which of the seating plans shown below are known as, (i) banqueting style; (ii) classroom or schoolroom style; (iii) meeting room style; (iv) boardroom style; (v) theatre style; (vi) horseshoe or u-shape style; (vii) horseshoe or u-shape style ?



A.

B.

C.



D.

E.

F.

2b) Which of the above would be suitable for, (i) presenting a new product; (ii) holding a board meeting; (iii) a workshop; (iv) an Annual General Meeting (AGM); (v) a formal dinner; (vi) a seminar; (vii) a press conference; (viii) an awards ceremony; (ix) a presentation to the board of directors; (x) a team-building exercise.

WRITING TASK 1

You work for Tolentino Torroncino and the Managing Director wants you to organize an international sales conference. Write a letter to VIP Conference Co. Ltd. explaining when the conference will take place, how many days it should take, approximately how many delegates will attend, what kind of room and seating arrangement you require, and what sort of equipment the speakers will need. Do not forget to ask about transport links, accommodation, and any entertainment in the area which might be included in the social programme.

WRITING TASK 2

You work for VIP Conference Co. Ltd. Write a reply to Tolentino Torroncino explaining what kind of rooms and seating arrangements are available at your venue, what sort of equipment you have at your disposal and how much the event will cost to organize. Describe the accommodation available, transport links and any entertainment in the area which might be suitable for inclusion in the social programme.

PRESENTATIONS

3) Here is the text of a short presentation.

A 21st Century Epidemic

“Good morning, everyone, I am Doctor Henry Jekyll. I work at the Institute of Tropical Medicine in London and I am here to tell you all about a new and terrifying epidemic that is sweeping the world. Now, I expect this talk to last about ten minutes and I need your utmost attention throughout, so I would ask you to save your questions until the end.

Just this morning, I heard that the total number of deaths due to the Covid-19 coronavirus has reached over 7,000,000 worldwide. 1.2 million in the USA, 702,000 in Brazil, 534,000 in India, 232,000 in the UK, 197,000 in Italy and so on and so on and so on. Now, I know that Covid-19 has been compared to the Black Death. I know that it dominated our lives for several years but, by now, it is a manageable disease. So, let's talk about something more insidious.

Getting married, getting divorced, starting a new job, chronic illness or going to the dentist have long been recognized as sources of great stress but Nomophobia (No Mobile Phobia), the fear of being out of mobile phone contact for any length of time, is a new, peculiarly 21st century affliction. Sufferers report feelings of anxiety, disorientation and, in extreme cases, panic when they run out of credit, forget to recharge the battery, lose their handset or find themselves without network coverage.

In the course of this presentation, I shall attempt to address three questions: firstly, how widespread is Nomophobia in the UK ? Secondly, how serious is the problem ? And thirdly, what can sufferers do to combat the syndrome ?

Nomophobia was identified as a distinct mental condition by Doctor Graham Bell in 2009 – although anecdotal evidence suggests that the phenomenon began in the late 1980's. In order to acquire some hard data about the present situation, we questioned 2,000 mobile phone users nationwide and 1,000 office workers in London about their experience of the problem. The results of various questionnaires and focus groups were collated, together with the views of expert informants, such as Pat Pending, head of telecommunications at the Post Office and Dr Annabelle Lecter of Rampton Psychiatric Hospital.

The survey confirms that, by now, the problem is widespread. 72% of those questioned said they never switch their phones off. 25% said they needed to be contactable at all times because of their jobs, 19% said that not having their phone on made them nervous and 5% admitted to texting while driving. Overall, some 54% of mobile phone users suffer from Nomophobia, with 58% of women and 48% of men questioned admitting to feelings of anxiety connected with signal and/or battery failure or when losing sight of their phone. Young Londoners, in particular, seem to attach disproportionate importance to their

mobile devices. Apparently, 82% of them take their phones with them to the beach on holiday, 38% reply to work emails while abroad and 95% read their electronic post in bed. A quarter of the 1,000 workers polled admitted taking calls while on a date; with up to half checking texts and emails under the table.

Whether or not their fears are justified, digital natives, who need to be available 24/7, perceive losing their cell-phone as a threat to their livelihood. The concomitant Nomophobia may have lasting psychological effects, including demoralization, depression and low self-esteem. Our expert informants stressed that those wishing to avoid Nomophobia should keep their credit topped up, carry a charger at all times, give family and friends an alternative contact number and always carry a phonecard in order to make emergency calls if their mobile is broken, lost or stolen.

So, that brings me to the end of my presentation. Let me leave you with the following thought: Nomophobia does not merely inconvenience young urban professionals but may, in fact, represent a very real threat to their mental health and general well-being. Partly, this is because modern British society is increasingly reliant on mobile devices, not only for personal use but for business purposes, too. Many respondents are justifiably concerned that, with so much information stored on them, confidential office documents, contact details, emails, photos and bank log-ins may be exploited by others if they are lost or stolen and end up in the wrong hands.

On the plus side, we can reassure sufferers that they can ameliorate the most acute symptoms by adopting a few straightforward avoidance strategies.

As for you, did you turn your phone off when I started talking ? If not, you may have a problem.

Thank you, thank you very much. Now if there are any questions.... ?”

3a) COMPREHENSION QUESTIONS

- i) Who is the speaker ?
- ii) Why should the audience listen to his opinions ?
- iii) Who discovered the syndrome he is describing ?
- iv) Briefly summarize his findings.
- v) What are his recommendations ?

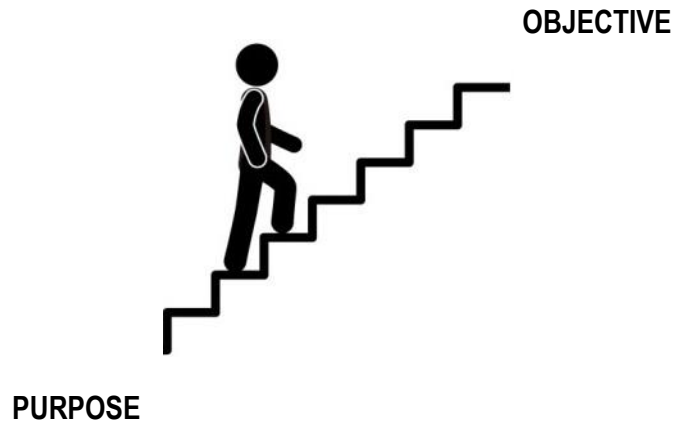
3b) Now read the text again. What is the main **purpose** of his presentation ?

- (a) to remind the audience about the Covid-19 coronavirus.
- (b) to explain the rapid diffusion of the Covid-19 coronavirus.
- (c) to explain the phenomenon of Nomophobia.
- (d) to persuade the audience to adopt certain avoidance strategies.

4) PREPARING A PRESENTATION

4a) ORGANIZING THE TEXT: Eight Steps From Purpose To Objective

Remember, the purpose of a presentation is (i) to persuade your audience to believe something and/or (ii) to persuade your audience to do something.



PRESENTATIONS: The Conventional Order of Steps

STEP 1. TITLE: indicating what your presentation is for or about.

This should be written on a PowerPoint slide behind you.

STEP 2. GREETING: acknowledge your audience, establish a connection with them.

“Good morning / Good afternoon / Good evening / Welcome to...”, “It’s a pleasure to welcome you here today”

STEP 3. INTRODUCTION: this should take about 90 seconds and cover four points.

WHO: introduce yourself. Explain to the audience who you are, what your position is and why you are qualified to offer an opinion. In most cases, you should try to persuade the audience that you are one of them.

“I’m Joe Bennett, CEO of BFG”, “Let me introduce myself, I’m...”, “For those of you who don’t know me, I’m...”

WHAT: explain what you are going to talk about, the main points and the order in which you are going to make them, using sequencing words, such as ‘firstly’, ‘secondly’, ‘thirdly’, ‘finally’.

“As you can see from the screen behind me, our topic today is...”, “The subject of my presentation is...”,

“I’ve divided my presentation into three parts, ...”, “I shall begin by describing/explaining..”,

“After that, I shall move on to...”, “And finally, I shall talk about...”

WHY: explain the purpose of your presentation and why the audience should be interested in your message.

“I’m here to explain...”, “I’m here to describe...”, “I’m here to show you...”, “I’m here to update you on...”

“By the end of this presentation, you should be familiar with...”, “This topic is very important to us all because...”

“My presentation is particularly relevant to those of you who...”

HOW: explain to the audience how long the presentation will last, if and when their questions will be answered, if handouts and/or copies of the PowerPoint presentation are provided, if refreshments are available etc.

"I expect this presentation to last twenty minutes", "Don't worry about taking notes, I'll be handing out hard copies of the PowerPoint slides at the end", "I shall email the PowerPoint presentation to you all", "Does everyone have a handout? Please take one, and pass them on...", "There will be five minutes for questions at the end of the presentation" "Coffee and biscuits are available at the back of the room", "And there is a coffee machine / a water cooler in the corridor"

STEP 4. EXPOSITION: establish the context / the general situation / the conventional wisdom / what has happened up to now. Engage the spectators with an appeal to their self-interest, a rhetorical question, a memorable quotation, a problem to think about, a shocking statistic, a story, an anecdote, the expert opinion of a leading figure or an example from real life.

"Would you like to have the latest research at your fingertips twenty-four hours a day?", "This university has an IT department that is second to none. Do we really have to wait for someone in Silicon Valley to dream up the software we need?", "By 2050, there will be ten billion people in the world. So, how are we going to cope with that?", "8,000 local businesses went bankrupt last year alone", "Mark Zuckerberg was only 20 years old when he founded Facebook", "I remember when Italians had only two television channels to choose from", "Earlier this year I went to Outer Mongolia and the kids over there, like kids over here, spend most of their time just staring at their mobile phones", "As Frank Zappa once put it: Jazz isn't dead, it just smells funny. Well, the same can be said of...", "Jim O'Neill, ex-Chairman of Goldman Sachs's Division of Asset Management, has predicted that Mexico, Indonesia, Nigeria and Turkey will be the most promising emerging markets for the next ten years"

STEP 5. FINDINGS: the body of your presentation. Present your argument and the evidence to support it.

POINT 1. Outline your first point, then recap the most important information.

"I'd like to start by...", "First of all...", "Before I move on, let me briefly sum up what I've said so far..."

POINT 2. Outline your second point, then recap the most important information.

"Now, let's turn to ...", "This leads on to my second point...", "Now, as I mentioned before..."

POINT 3. Outline your third point, then recap the most important information.

"Finally...", "Let's go back to what I said at the beginning of my presentation."

STEP 6. CONCLUSION: a judgement, decision or recommendation based on your findings.

SIGNAL: indicate to the audience that you are about to end your presentation.

“So, that brings me to the end of my presentation...”, “Well, that completes my presentation...”

SUMMARY: briefly summarize your main points. What do you want the audience to remember ?

“To sum up”, “Let me just summarize...”, “Let me just go over the main points again...”, “So, in short...”

CONCLUSION: draw a logical conclusion based on the arguments and evidence you presented earlier.

“To conclude...”, “And that is why...”

RECOMMENDATIONS: offer practical suggestions for action.

“I think we need to...”, “I think it’s important to...”, “If we don’t solve this problem now, we will/won’t...”

FINAL THOUGHT / FINAL IMAGE: try to leave the audience with a striking image or a memorable phrase.

“Remember: nobody plans to fail but too many people fail to plan”, “Imagine a world in which the richest 1% of North Americans owned 35% of the country’s total wealth, the next 19% owned 50% and the remaining 80% of the population owned just 15%. Well, you don’t have to imagine it. That’s the situation right now”, “There’s a huge patch of rubbish and human waste floating around in the North Pacific. It’s currently the size of Texas and it’s getting bigger every day !”

STEP 7. CLOSING REMARKS: thank your audience for attending and for their attention. At this point, you can also distribute your handouts.

“Thank you”, “Thank you for your attention”, “Thank you so much for being here today...”

“Please take a handout and pass them on”

STEP 8. QUESTION & ANSWER SESSION: ask the audience if they have any questions. Try to answer them.

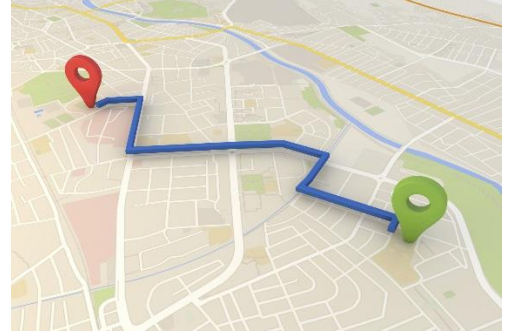
“And now I would be very happy to answer any questions you may have...”, “Now, if there are any questions ?”

5) WRITING & SPEAKING

Now prepare a presentation which (i) identifies a problem at your university or company; (ii) proposes a SMART solution to the problem — i.e. **Specific** (targeting a particular area for improvement); **Measurable** (quantifying, or at least suggesting, an indicator of progress); **Achievable** (outlining feasible, attainable results, given the resources available); **Relevant** (indicating its usefulness to the organization’s short-term and/or long-term aims); **Time-bound** (including a timeline for implementation and/or results) — and (iii) makes one or more recommendations as to what should happen next. Your presentation should last no more than 16 minutes.

THE ROADMAP

Giving a presentation is like taking your audience on a journey.



At the start, they will require some basic information before they can accompany you on this journey. Once they have the facts, they will be on your side, attentive and ready to follow you every step of the way to your final message.

INTRODUCTION: this should take about 90 seconds and cover four points.

WHO: introduce yourself clearly and succinctly. Explain to the audience who you are, what your position is and why you are qualified to offer an opinion. In most cases, you should try to persuade the audience that you are one of them.

"I am Gordon Bennet, I'm a researcher at the University of Macerata", "Let me introduce myself, I'm...", "For those of you who don't know me, I'm..."

WHAT: explain what you are going to talk about, the main points and the order in which you are going to make them, using sequencing words, such as 'firstly', 'secondly', 'thirdly', 'finally'. When your audience has a clear view of the roadmap you want to navigate, they can follow you more easily. Research shows that your audience listen better and remember better when they already know the structure and shape of your presentation.

"As you can see from the screen behind me, our topic today is...", "The subject of my presentation is...", "I've divided my presentation into three parts, ...", "I shall begin by describing / explaining..", "After that, I shall move on to...", "And finally, I shall talk about..."

WHY: explain the purpose of your presentation, it's eventual destination and why the audience should be interested in your message.

"I'm here to explain...", "I'm here to describe...", "I'm here to show you...", "I'm here to update you on...", "By the end of this presentation, you should be familiar with...", "This topic is very important to us all because..."

HOW: imagine yourself in your listeners' position, address their needs and answer their unspoken queries about how the talk is organized. Explain to the audience how long the presentation will last, if and when their questions will be answered, if handouts and/or copies of the PowerPoint presentation are provided, if refreshments are available etc.

"I expect this presentation to last twenty minutes", "Don't worry about taking notes, I'll be handing out hard copies of the PowerPoint slides at the end", "I shall email the PowerPoint presentation to you all", "Does everyone have a handout ? Please take one, and pass them on...", "There will be five minutes for questions at the end of the presentation", "Coffee and biscuits are available at the back of the room", "And there is a coffee machine / a water cooler in the corridor".

PRACTICE

Which part of the introduction do these sentences belong to ? Read through the phrases and write 'who', 'why', 'what' or 'how' next to each one.

- 1) "The reason we're here today is to..."
- 2) "Allow me to introduce myself, my name is..."
- 3) "And we'll take a short break for coffee at around eleven o'clock."
- 4) "The presentation should take half an hour and there will be five minutes for questions at the end."
- 5) "I would like to start with... before moving on to.... and then, finally..."
- 6) "So, I'll be addressing three points. The first one is going to be... The second point will be... And, finally, the last point is..."
- 7) "Good morning everyone. Thank you for coming. My name is Joe Ash and I work for..."
- 8) "On behalf of the Economics faculty, let me welcome you all to the conference. My name is..."
- 9) "The purpose of this presentation is to review..."
- 10) "To date, there has been far too little research into... As a result, far too many people don't know enough about..."

SPEAKING

Now write a 90-second introduction to a presentation you would like to make about an exciting piece of research you want to share with the international academic community.

THE PASSIVE

The passive = The verb "to be" + The past participle

	<u>ACTIVE</u>	<u>PASSIVE</u>
SIMPLE FUTURE	Parliament will pass a new law	
SIMPLE PRESENT	The police question suspects	
PRESENT CONTINUOUS	Detectives are investigating the robbery	
SIMPLE PAST	Criminals kidnapped 250 people last year	
PAST CONTINUOUS	People traffickers were bringing a record number of illegal immigrants to the UK when the British navy intervened	
PRESENT PERFECT	The judge has sentenced the blackmailer to ten years in prison	
PAST PERFECT	The police had charged Julian Assange with sexual assault in Sweden before his arrest in Britain	

USE: We use the passive,

- i) When the object or the action is more important than the subject of the sentence.
- ii) To avoid using the subject or when the subject is not important or unknown.
- iii) When the subject is so obvious that it does not need to be stated.
- iv) To establish a more objective and scientific style.

THE PASSIVE: Modal Verbs

MODAL VERB	+	"BE"	+	PAST PARTICIPLE
Can				used
Could		be		told
Must				released
Had to				proved
Will have to				postponed

- + This prisoner **must be released** by Friday
- The case against him **couldn't be proved**
- ? **Can** the trial **be postponed**?

2 Make passive sentences.

- ▶ A Roman pavement *has just been found* under Oxford Street. (*just find*: present perfect)
- 1 Chinese in Singapore. (*speak*: simple present)
- 2 The Taj Mahal around 1640. (*build*: simple past)
- 3 The new hospital next year. (*open*: future)
- 4 She now. (*interview*: present progressive)
- 5 I realised I (*watch*: past progressive)
- 6 Who to Andy's party? (*invite*: present perfect)
- 7 He found that all his money (*steal*: past perfect)
- 8 Passengers not to speak to the driver. (*ask*: simple present)
- 9 The village church in a fire last year. (*destroy*: simple past)
- 10 You by Dr Capel. (*examine*: future)

3 Put in present progressive or past progressive verbs.

- 1 'Is my car ready?' 'It now.' (*repair*)
- 2 I kept looking round, because I thought I (*follow*)
- 3 We had to keep very quiet while the students (*examine*)
- 4 I can't use my office this week because it (*paint*)
- 5 'Where's Polly?' 'She for a new job.' (*interview*)
- 6 They say they'll put things right, but nothing (*do*)
- 7 I had to wait for a few minutes while the papers (*translate*)
- 8 Why do I always feel nervous while my passport ? (*check*)

4 Put in present perfect or past perfect verbs.

- 1 'Does everybody know?' 'No, Peter ' (*not tell*)
- 2 I couldn't travel to America because my visa (*lose*)
- 3 They didn't give her the money that (*agree*)
- 4 I'm sorry, but next Tuesday's meeting (*cancel*)
- 5 I was shocked to hear that Sheila (*arrest*)
- 6 The Prime Minister in a car accident. (*hurt*)
- 7 According to the newspaper, a Roman statue in the Thames. (*find*)
- 8 When I arrived at the party, everything (*eat*)

2 Write sentences using modal verbs with passive infinitives (without to).

▶ We mustn't forget them. *They mustn't be forgotten.*

▶ We should put this in the fridge. *This should be put in the fridge.*

1 You can't criticise her. She

2 You mustn't fold this. This

3 You should keep this cool.

4 We ought to tell Ann.

5 They may invite him.

6 You can't send this through the post.

7 You should open this immediately.

8 You mustn't open this before Christmas.

'The Silk Road Economic Belt and the 21st-century Maritime Silk Road', also known as 'the Belt and Road Initiative' (B&R), is a development strategy proposed by Chinese President Xi Jinping that focuses on connectivity and cooperation between Eurasian countries, primarily the People's Republic of China, the land-based 'Silk Road Economic Belt' (SREB) and the oceangoing 'Maritime Silk Road' (MSR). The strategy, which was unveiled in 2013, underlines China's push to take a larger role in global affairs, and the desire to coordinate manufacturing capacity with other countries.

Historical roots

Historically, the Silk Road was a network of trade routes, formally established during the Han Dynasty. The trail originated in Chang'an (now Xian) in the east and ended in the Mediterranean in the west, linking China with the Roman Empire. However, the Silk Road was not a single thoroughfare but rather a series of major trade routes that helped build commercial and cultural ties between China, India, Persia, Arabia, Greece, Rome, Egypt, South East Asia and East Africa.

Its heyday coincided with the Pax Mongolica of the Yuan dynasty (13th-14th centuries A.D.). Trade subsequently declined as the political situation along the land route became more fragmented while, at sea, European maritime powers, such as the Portuguese, the Spanish and the Dutch established monopolies over key commodities, such as spices, and discouraged competition by military means.



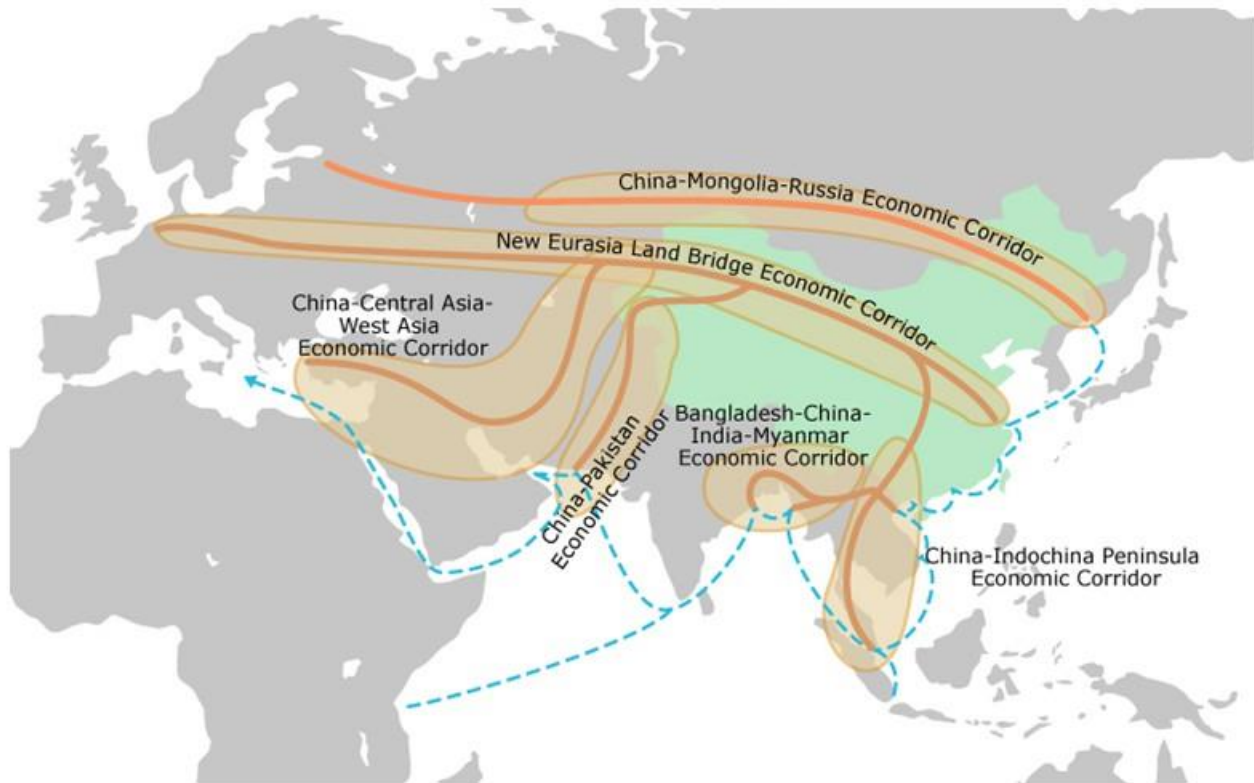
Now, in the 21st century, faced with a slowing economy at home, China's leadership is looking for new channels to sustain its appetite for growth at a time when neighbouring developing nations are experiencing rapidly rising demand.

A new economic paradigm

The project aims to redirect the country's domestic overcapacity and capital for regional infrastructure development to improve trade and relations with ASEAN, Central Asian and European countries.

At the heart of the Belt and Road Initiative lies the creation of an **economic land belt** that includes countries on the original Silk Road through Central Asia, West Asia, the Middle East and Europe, as well as a **maritime road** that links China's port facilities with the African coast, pushing up through the Suez Canal into the Mediterranean.

The Belt and Road Initiative: Six Economic Corridors Spanning Asia, Europe and Africa



The Belt and Road initiative is geographically structured along 6 corridors, viz.

- The New Eurasian Land Bridge, running from Western China to Western Russia
- The China–Mongolia–Russia Corridor, running from Northern China to Eastern Russia
- The China–Central Asia–West Asia Corridor, running from Western China to Turkey
- The China–Indochina Peninsula Corridor, running from Southern China to Singapore
- The Bangladesh-China-Myanmar Corridor, running from Southern China to Myanmar
- The China–Pakistan Corridor, running from South-Western China to Pakistan
- The Maritime Silk Road from the Chinese Coast to the Mediterranean via Singapore

Key to the Belt and Road Initiative's success is the development of an unblocked road and rail network between China and Europe. **The plan involves more than 60 countries**, representing a third of the world's total economy and more than half the global population. China's ultimate goal is to extend the initiative to Africa and Latin America.

Infrastructure projects

In order to achieve this goal, roads, railway connections and ports along the various routes must be constructed or modernized in order to handle the increased speed and anticipated volume of trade.

At the same time, rising energy needs will be met by a series of gas pipelines, oil pipelines and, where necessary, nuclear power stations.

Cooperation priorities

The Belt and Road initiative is not just about shared infrastructure projects, though. China has outlined five additional **cooperation priorities** to facilitate the future development of all nations along the various routes:

1. **Policy Coordination:** countries along the Belt and Road should fully coordinate their economic development strategies, encourage regional cooperation in practical ways and undertake large-scale projects together.
2. **Facilities Connectivity:** countries along the Belt and Road should improve the connectivity of their infrastructure, remove bottlenecks, formulate standard transport and customs procedures to expedite the movement of goods, enhance information technology and logistics with regard to air and sea transport. An 'Information Silk Road', improving international communications connectivity, will require optical cable networks on land and sea, and integrated satellite information passageways.
3. **Unimpeded Trade:** China plans to negotiate free-trade agreements with 65 countries along the various Belt and Road corridors. This will require mutual assistance in terms of customs cooperation, inspection, security, and law enforcement.
4. **Financial Integration:** international cooperation will be required for financial integration, financial regulation, in establishing a currency stability system and a bond market for member states.
5. **People-to-People Connectivity:** once upon a time, people, culture and ideas flowed from east to west and back again along the ancient Silk Roads. The Belt and Road Initiative will promote the development of extensive cultural and academic links. Funds will be provided to encourage tourism, educational, cultural, sporting and artistic exchanges.

Strategic agreements

There are **compelling geopolitical reasons**, such as energy security, for China to push forward with its the Belt and Road Initiative at a time when its trading partners are potentially excluding it from strategic agreements. The Transatlantic Trade and Investment Partnership and the EU-Japan agreement show comprehensive liberalization agendas, but do not include China, and have the potential to increase trading costs. In response, **China plans to negotiate free-trade agreements with 65 countries along the various Belt and Road corridors**. Until now China has signed 12 free-trade agreements including Singapore, Pakistan, Chile, Peru, Costa Rica, Iceland, Switzerland, Hong Kong and Taiwan and a further eight are under negotiation with Japan, Korea, Australia, Sri Lanka, Norway, the Regional Comprehensive Economic Partnership, ASEAN and the Gulf Cooperation Council.

China's Marshall Plan

For the Chinese Communist Party, continued economic growth is key to national security as it legitimizes their rule. Outsiders worry that China has ulterior motives for naval expansion and energy security. To address these concerns, President Xi Jinping has emphasized the **"Three No's"**

1. No interference in the internal affairs of other nations
2. No attempt to increase China's "sphere of influence"
3. No Chinese hegemony or dominance

Making friends

The Asia Development Bank estimates that Asia needs US\$1,250,000,000,000 to fund infrastructure construction from 2013-2027.

China knows its future development is linked to Asia and beyond. By responding to its neighbours' current infrastructure needs via the Belt and Road Initiative, the Chinese are solving regional problems now and investing in the world as it will be in the century ahead.

Meanwhile, China's growing domestic market is an opportunity for the region to capitalize by providing it with goods and services. The **initiative is not without its challenges**; cooperation and coordination with partner countries over the long term are paramount if it is to leave a lasting legacy.

The domestic Silk Road plan

The Belt and Road Initiative could have as much impact on China's internal economy as it will have internationally. China's top priority is to stimulate the domestic economy via exports from industries with major overcapacity such as steel, cement and aluminium. Many will be build-transfer-operate schemes in which large state-owned enterprises will lead the way, but smaller companies will follow. The domestic plan divides China into five regions with infrastructure plans to link neighbouring countries and increase connectivity.

Funding

The Belt and Road Initiative's vast scale has elevated it to **high-profile status** given China's financial resources. But even China's deep pockets have limits, with the country's total debt to GDP at 250%. **Three financial institutions** have been set up to support its development, which have met some resistance in the West given that they provide alternatives to the World Bank and the IMF.

i) The Silk Road Infrastructure Fund

Launched in February 2014, the China-led US\$40bn Silk Road Infrastructure Fund invests in Belt and Road Initiative infrastructure projects. The fund is capitalized mainly by China's FOREX reserves and is intended to be managed like China's sovereign wealth fund.

ii) The Asian Infra Investment Bank

Founded in October 2014, the AIIB aspires to be a global development bank with 21 Asian member countries (China, India, Thailand, Malaysia, Singapore, the Philippines, Pakistan, Bangladesh, Brunei, Cambodia, Kazakhstan, Kuwait, Laos, Myanmar, Mongolia, Nepal, Oman, Qatar, Sri Lanka, Uzbekistan and Vietnam), with registered capital of US\$100bn.

iii) The New Development Bank

The NDB is a BRICS multilateral development bank established on 15 July 2014, by Brazil, Russia, India, China and South Africa. The bank was seeded with US\$50bn initial capital, with the intention of increasing capital to US\$100bn. The bank will have its headquarters in Shanghai. Each country will have one vote and no country will have the power of veto.

Advantages and Disadvantages of the Project

<https://www.youtube.com/watch?v=j8zzL2aBo2M>

'What is China's Belt and Road Initiative? | Start Here'

ANALYZING ESSAY QUESTIONS

1) President Xi Jinping has promised that the Belt and Road Initiative will be 'The Project of the Century'. Discuss the potential benefits, drawbacks and limitations of the new Silk Road for the countries that have agreed to take part in it.

2) China's Belt and Road Initiative aims to (i) encourage regional cooperation between its member states in practical ways; (ii) improve the connectivity of their infrastructure, formulate standard transport and customs procedures to expedite the movement of goods, enhance information technology and logistics with regard to air and sea transport; and (iii) encourage tourism, educational, cultural, sporting and artistic exchanges. At the same time, the Chinese have promised that there will be no interference in the internal affairs of other nations; no attempt to increase China's "sphere of influence"; and no Chinese hegemony or dominance. Evaluate to what extent this policy will affect your country over the next fifty years.

Topic = China's Belt and Road Initiative / the Belt and Road Initiative

Angle = Discuss / evaluate

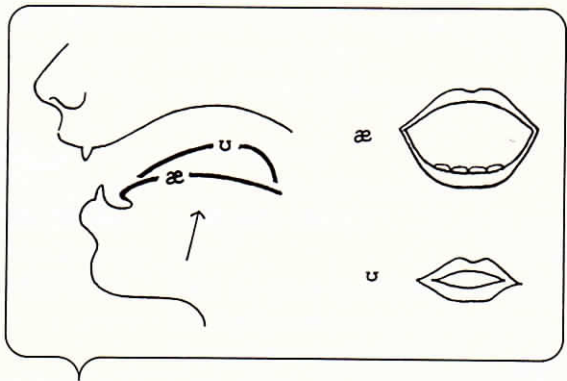
Focus = the potential benefits, drawbacks and limitations

Viewpoint = 'The Project of the Century'

Scope = to what extent this policy will affect your country over the next fifty years

/ the countries that have agreed to take part in it

Unit 19 aʊ house



This has two sounds.

First practise the sound æ (see page 12).

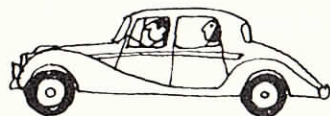
Now add ʊ (see page 31). This is very short.

aʊ.

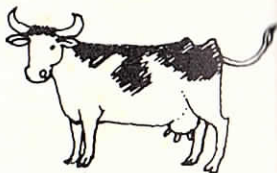
Practice 1 Listen and repeat:



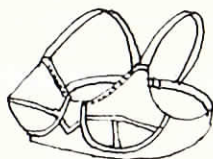
sound 1 sound 2



car cow



bar bow



bra brow



grass grouse




arch ouch



Test Tick the words you recognise in the sentences you hear:



- 1 a) car; b) cow
- 2 a) grass; b) grouse
- 3 a) bra; b) brow
- 4 a) ha; b) how
- 5 a) ah; b) ow!
- 6 a) tarn; b) town 

Practice 2 Listen and repeat:



Ow!	ground	out	our
now	Brown	mouse	ours
town	lounge	house	our house
found	loudly	shouting	
round	upside-down	couch	

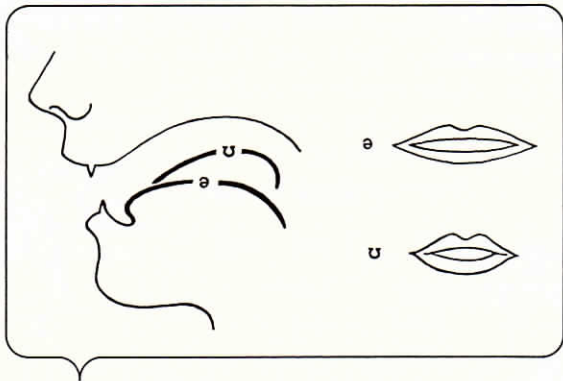
Dialogue A mouse in the house



Mrs Brown: (shouting loudly) I'VE FOUND A MOUSE!
 Mr Brown: *Ow! You're shouting too loudly. Sit down and don't shout.*
 Mrs Brown: (sitting down) *I've found a mouse in the house.*
 Mr Brown: *A brown mouse?*
 Mrs Brown: *Yes. A little round mouse. It's running around in the lounge.*
 Mr Brown: *On the ground?*
 Mrs Brown: *Yes. It's under the couch now.*
 Mr Brown: *Well, get it out.*
 Mrs Brown: *How?*
 Mr Brown: *Turn the couch upside-down. Get it out somehow. We don't want a mouse in our house. Ours is the cleanest house in the town!*

Unit 20

əʊ phone



This has two sounds: ə and ʊ (see pages 42 and 31).

First say ə.

Now make it longer: əəə.

Then add ʊ. This is very short.

əəəʊ.

Practice 1 Listen and repeat:



sound 1 sound 2



burn bone



fern phone



Bert boat



work woke



flirt float



Practice 2 Listen and repeat:



sound 1 sound 2



caught coat



nought note



bought boat



jaw Joe



ball bowl



Test Tick the words you recognise in the sentences you hear:



- 1 a) cork; b) coke
- 2 a) fern; b) phone
- 3 a) or; b) Oh!
- 4 a) ball; b) bowl
- 5 a) burn; b) bone
- 6 a) walk; b) work c) woke

Practice 3 Listen and repeat:



Oh!	know	don't	joking
no	throw	Joan	woke
Joe	snow	groans	coat
go	over	closed	OK
ago	nose	Jones	
window	hello	October	

Dialogue Snow in October



(Joe Jones is sleeping, but Joan woke up a few minutes ago.)
 Joan: *Joe! Joe! JOE! Hello!*
 Joe: (groans) *Oh! What is it, Joan?*
 Joan: *Look out of the window.*
 Joe: *No. My eyes are closed, and I'm going to go to sleep again.*
 Joan: *Don't go to sleep, Joe. Look at the snow!*
 Joe: *Snow? But it's only October. I know there's no snow.*
 Joan: *Come over to the window, Joe.*
 Joe: *You're joking, Joan. There's no snow.*
 Joan: *OK. I'll put my coat on and go out and make a snowball and throw it at your nose, Joe Jones!*

Practice 4 Listen and repeat:

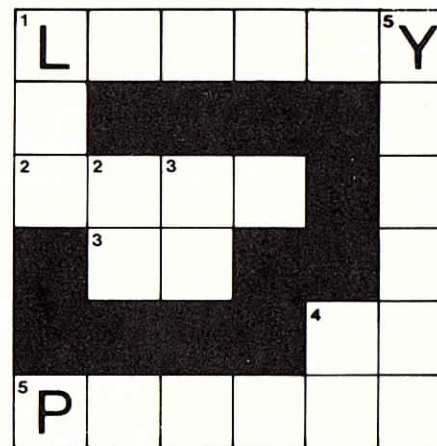


old	hole	bowl
cold	hold	stole
sold	told	gold

In this list five words rhyme with 'old', and two words rhyme with 'hole'. Which words are they?

Rhyming crossword

The clues are words which rhyme with the answer but do not have the same meaning.



Clues

Across:

- 1 only
- 2 don't
- 3 know
- 4 Joe
- 5 billow

Down:

- 1 slow
- 2 John
- 3 snow
- 4 no
- 5 hello

Unit 21 Review

1	2
au	əʊ
Ow!	Oh!
now	no
found	phoned
loud	load
about	a boat

Listening practice

When you hear one of these words or sounds, say which number it is.



Examples:

əʊ	now
Students: sound 2	Students: sound 1

1. I'd rather have fingers than toes,
I'd rather have ears than a nose.
And as for my hair,
I'm glad it's all there,
I'll be awfully sad when it goes.
2. There was a young lady named Rose,
Who had a large wart on her nose.
She had it removed,
Her appearance improved,
But her glasses fell onto her toes.
3. There was a young man from Lucknow,
Whose taxi crashed into a cow,
The man broke his neck,
And the car was a wreck,
I do not know what he'll do now.
4. A sailor who went to Macau,
Woke up on the deck of a dhow.
His face was all swollen,
His wallet was stolen,
He honestly didn't know how.

The Love Song of J Alfred Prufrock

LET us go then, you and I,
When the evening is spread out against the sky
Like a patient etherized upon a table;
Let us go, through certain half-deserted streets,
The muttering retreats
Of restless nights in one-night cheap hotels
And sawdust restaurants with oyster-shells:
Streets that follow like a tedious argument
Of insidious intent
To lead you to an overwhelming question....
Oh, do not ask, "What is it?"
Let us go and make our visit.

In the room the women come and go
Talking of Michelangelo.

The yellow fog that rubs its back upon the window-panes,
The yellow smoke that rubs its muzzle on the window-panes
Licked its tongue into the corners of the evening,
Lingered upon the pools that stand in drains,
Let fall upon its back the soot that falls from chimneys,
Slipped by the terrace, made a sudden leap,
And seeing that it was a soft October night,
Curled once about the house, and fell asleep.

And indeed there will be time
For the yellow smoke that slides along the street,
Rubbing its back upon the window panes;
There will be time, there will be time
To prepare a face to meet the faces that you meet;
There will be time to murder and create,
And time for all the works and days of hands
That lift and drop a question on your plate;
Time for you and time for me,
And time yet for a hundred indecisions,
And for a hundred visions and revisions,
Before the taking of a toast and tea.

In the room the women come and go
Talking of Michelangelo.

And indeed there will be time
To wonder, "Do I dare?" and, "Do I dare?"
Do I dare disturb the universe ?
In a minute there is time
For decisions and revisions which a minute will reverse.

For I have known them all already, known them all:
Have known the evenings, mornings, afternoons,
I have measured out my life with coffee spoons;

I should have been a pair of ragged claws
Scuttling across the floors of silent seas.

I have seen the moment of my greatness flicker,
And I have seen the eternal Footman hold my coat, and snicker,
And in short, I was afraid.

And would it have been worth it, after all,
After the cups, the marmalade, the tea,
Among the porcelain, among some talk of you and me,
Would it have been worth while,
To have bitten off the matter with a smile,
To have squeezed the universe into a ball
To roll it toward some overwhelming question,
To say: "I am Lazarus, come from the dead,
Come back to tell you all, I shall tell you all"—
If one, settling a pillow by her head,
Should say: "That is not what I meant at all;
That is not it, at all."

No! I am not Prince Hamlet, nor was meant to be;
Am an attendant lord, one that will do
To swell a progress, start a scene or two,
Advise the prince; no doubt, an easy tool,
Deferential, glad to be of use,
Politic, cautious, and meticulous;
Full of high sentence, but a bit obtuse;
At times, indeed, almost ridiculous—
Almost, at times, the Fool.

I grow old ... I grow old ...
I shall wear the bottoms of my trousers rolled.
I shall wear white flannel trousers, and walk upon the beach.
I have heard the mermaids singing, each to each.

I do not think that they will sing to me.

I have seen them riding seaward on the waves
Combing the white hair of the waves blown back
When the wind blows the water white and black.

We have lingered in the chambers of the sea
By sea-girls wreathed with seaweed red and brown
Till human voices wake us, and we drown.