

Objectives

- Talk about personal budget
- Talk about future predictions
- Ask for clarification and paraphrasing
- Give a presentation with visual information



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1. Do the test and discuss the result with your teacher / partner.

1. Regarding daily expenses, you:

- a. Track every cent spent
- b. Have a general idea of expenses
- c. Spend without tracking

2. Do you normally check:

- a. Your change
- b. Restaurant bills
- c. Prices in several shops before you buy something

3. In your country, if you go for a meal with someone you don't know well, you:

- a. Offer to pay the whole bill
- b. Suggest dividing the bill into equal parts
- c. Offer to pay the whole bill but expect them to pay next time

4. When faced with unexpected expenses, you:

- a. Use your savings without worry
- b. Look for ways to cut other expenses
- c. Feel stressed and avoid spending

Mostly As

You are very careful with your money. You're likely someone who values precision and control when it comes to money, ensuring you're aware of where every penny goes.

Mostly Bs

You have a practical approach to money management. While you keep an eye on your finances, you also allow room for flexibility and don't stress over the small details.

Mostly Cs

Your financial approach is quite relaxed. You may prioritize convenience and immediate enjoyment over financial tracking, which can sometimes lead to spontaneous spending.

2. You are going to listen to some people being interviewed in the street. Before you listen, match the words and expressions below (1-9) with their definitions (a-i):

1. to shop around

2. a bargain

3. to haggle

4. to save for a rainy day

5. to be on a tight budget

6. a rip-off

7. to cost an arm and a leg

8. to pay through the nose

9. to have deep pockets
- a. to negotiate a price

b. to pay too much

c. to be very wealthy

d. to be very expensive

e. to compare prices before buying

f. a good deal at a low price

g. to save money for emergencies

h. not having much money

i. overpriced and not worth it



Audio
8.1

3. Listen to the audio and note down the tips:

1.

2.

3.

4.

5.

6.
-

Which tips do you use / would you like to use?



4. Listen to an expert commenting on the tips and answer the questions.



Audio 8.2

1. Why is it important to keep track of your spending?
2. What categories should a budget include?
3. What should you do before making investment decisions?
4. What is the benefit of a retirement savings plan?

5. Complete the sentences with the words below.

- up
- of
- in
- up
- into
- to

1. It's crucial to keep track _____ your spending.
2. Setting _____ a budget is key.
3. Even if it's a small amount, it adds _____ over time.
4. A popular choice is putting money _____ a savings account or investing _____ stocks.
5. Consider contributing _____ a retirement savings plan.

6. Answer the questions.

1. Which advice from the expert and people do you agree with most? Why?
2. What kind of mental accounting do you do to manage your monthly budget?
3. Think of 2 more tips on how to manage a monthly budget.



7. Lucy has recently moved to Paris. Read the information below, think about what expenses she can cut down on and help her stay within budget.

- **Job:** secretary
- **Income (Gross):** 2,340 EUR
- **Lives 15 minutes from work**
- **Accommodation:** one-bedroom apartment in the city center

- **Rent:** 1,775 EUR
- **Food:** 300 EUR
- **Transportation:** 85 EUR (monthly pass)
- **Utilities:** 202 EUR
- **Lunch/Restaurants:** 450 EUR (assuming 15 EUR/day for 30 days)
- **Entertainment:** 100-150 EUR

Total monthly expenses: €2,937.

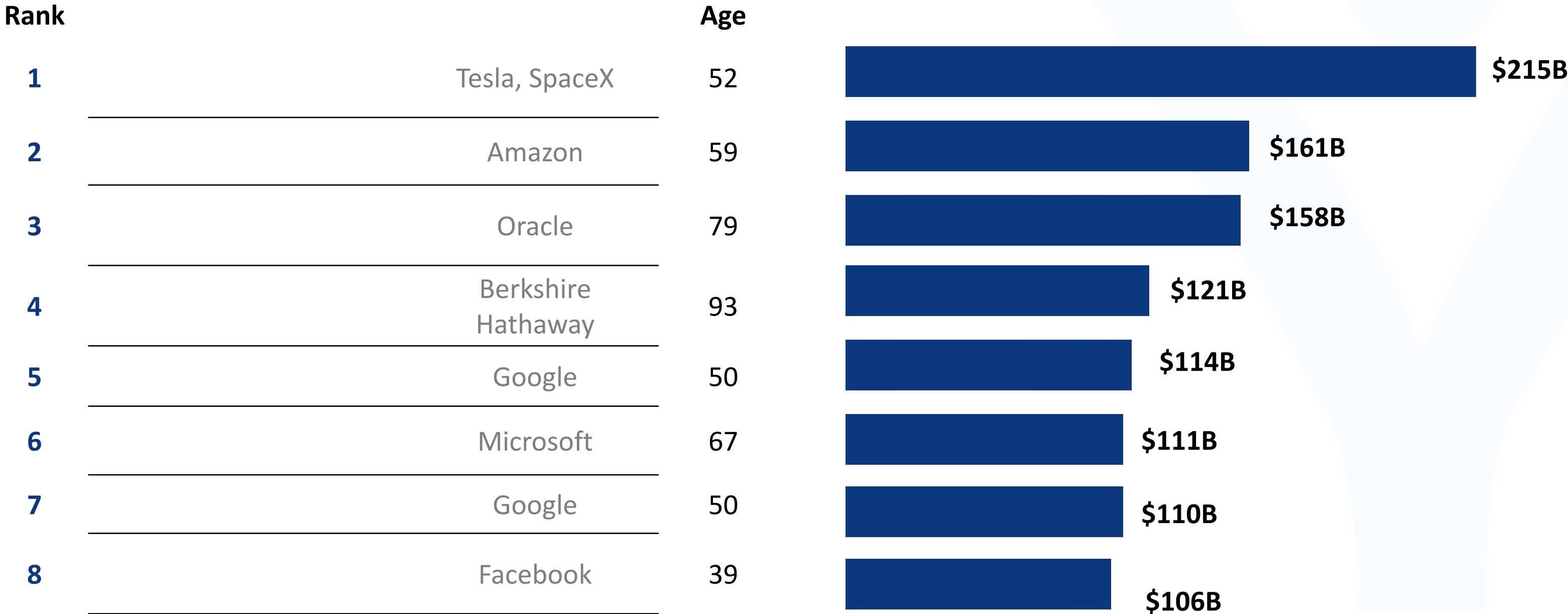
extra vocabulary

For a song - very cheaply.

E.g. She bought the bed for a song at an auction.

1. Look at the chart. Who do you think are the richest people? Check your guesses on the next page.

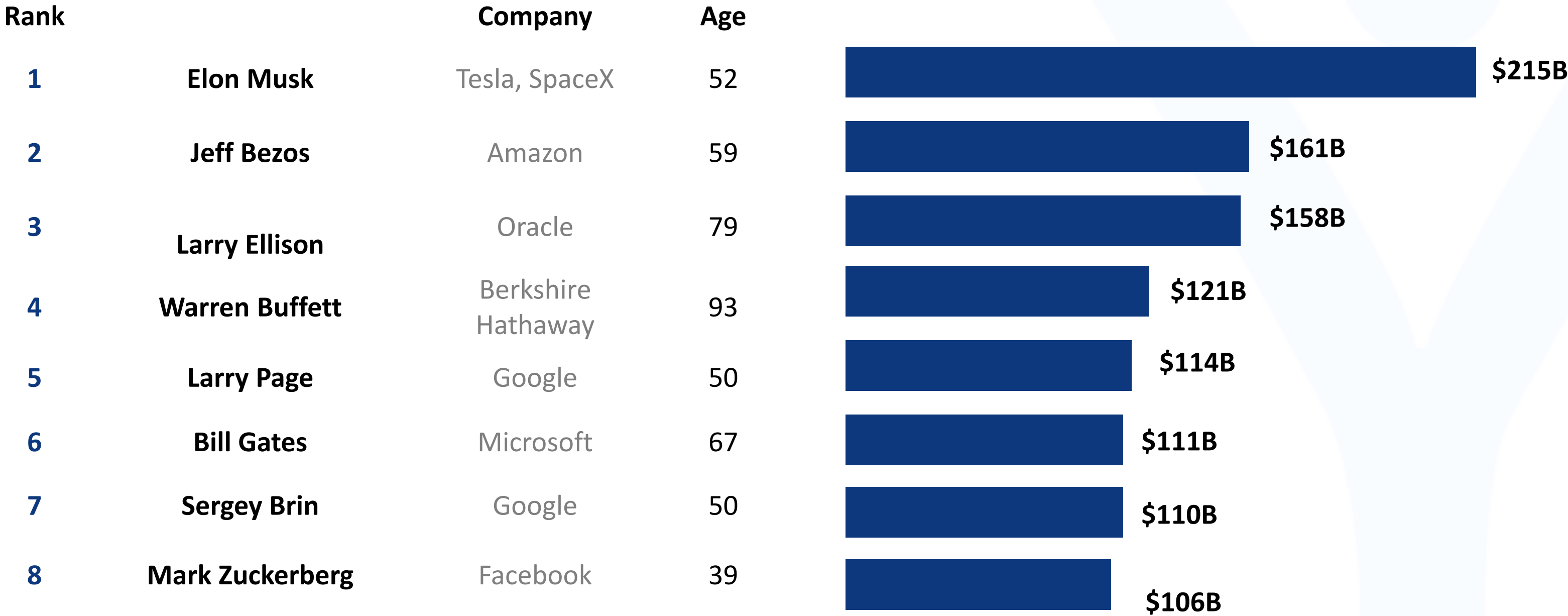
AMERICA'S RICHEST MEN IN 2023



Source: Statista, 2023

2. Discuss the information below with your partner / teacher. Who are the richest people in your country?

AMERICA'S RICHEST MEN IN 2023



Source: Statista, 2023
<https://www.statista.com/chart/30961/net-worth-of-the-richest-people-in-the-united-states/>

3. Read the text and answer the questions.

1. Who was advised to choose a well-paid job?
2. Who was homeless?
3. Who started selling body lotion at six years old?
4. Who studied design?
5. Who grew up in a poor neighborhood?
6. Who got a loan?



Brian Chesky, who created Airbnb, wasn't **born with a silver spoon in his mouth**. *'I grew up in Albany, New York and my parents were both social workers. I remember my mom giving me advice when I grew up. She said 'You know, Brian, your father and I, we chose a job because we loved it, but we didn't really get paid a lot, so you should choose a job with money. And so one day I told my mom 'You know, I think I'm going to go to the Rhode Island School of Design, I'm going to become an artist'. At which point my mum said, '... You somehow managed to pick the only job in the world that pays less than a social worker'.* So before Airbnb, Chesky had little money and often had to **put a hand in his pocket** to pay for his living costs and early business attempts. He also learned to **cut losses** by stopping projects that were losing money. This was a key skill for starting his own business.



Farrah Gray is a successful entrepreneur and motivational speaker. Growing up in a poor neighborhood in Chicago, Farrah Gray knew he had to **tighten his belt** and work hard for a better life. At just six years old, he started selling body lotion, and by the time he was 14, he had founded Farr-Out Food, **paying his way** through challenges and eventually earning \$1.5 million. Gray's determination and entrepreneurial spirit lead to success, allowed him to **pay off** his family's debts and change his life.



John Paul DeJoria, an American entrepreneur and self-made billionaire, experienced homelessness and had to **dip into** his savings to **keep his head above water**. With a loan of \$700, he and his partner launched 'John Paul Mitchell Systems'. Despite initial challenges, the business took off and their products quickly became popular. DeJoria was able to **pay back** the loan and become a billionaire, proving that hard work pays off.

4. Match definitions (1-9) with the words in the table. Write the correct number in each box. If your answers are correct, the columns and rows will all add up to 15.

- 1. return borrowed money.
- 2. stop an activity to prevent more loss.
- 3. use a part of savings or resources.
- 4. to pay back money that you owe.
- 5. to earn enough money to pay for what you need.
- 6. spend money.
- 7. spend less money.
- 8. manage to survive especially when you have financial difficulties
- 9. be rich from birth

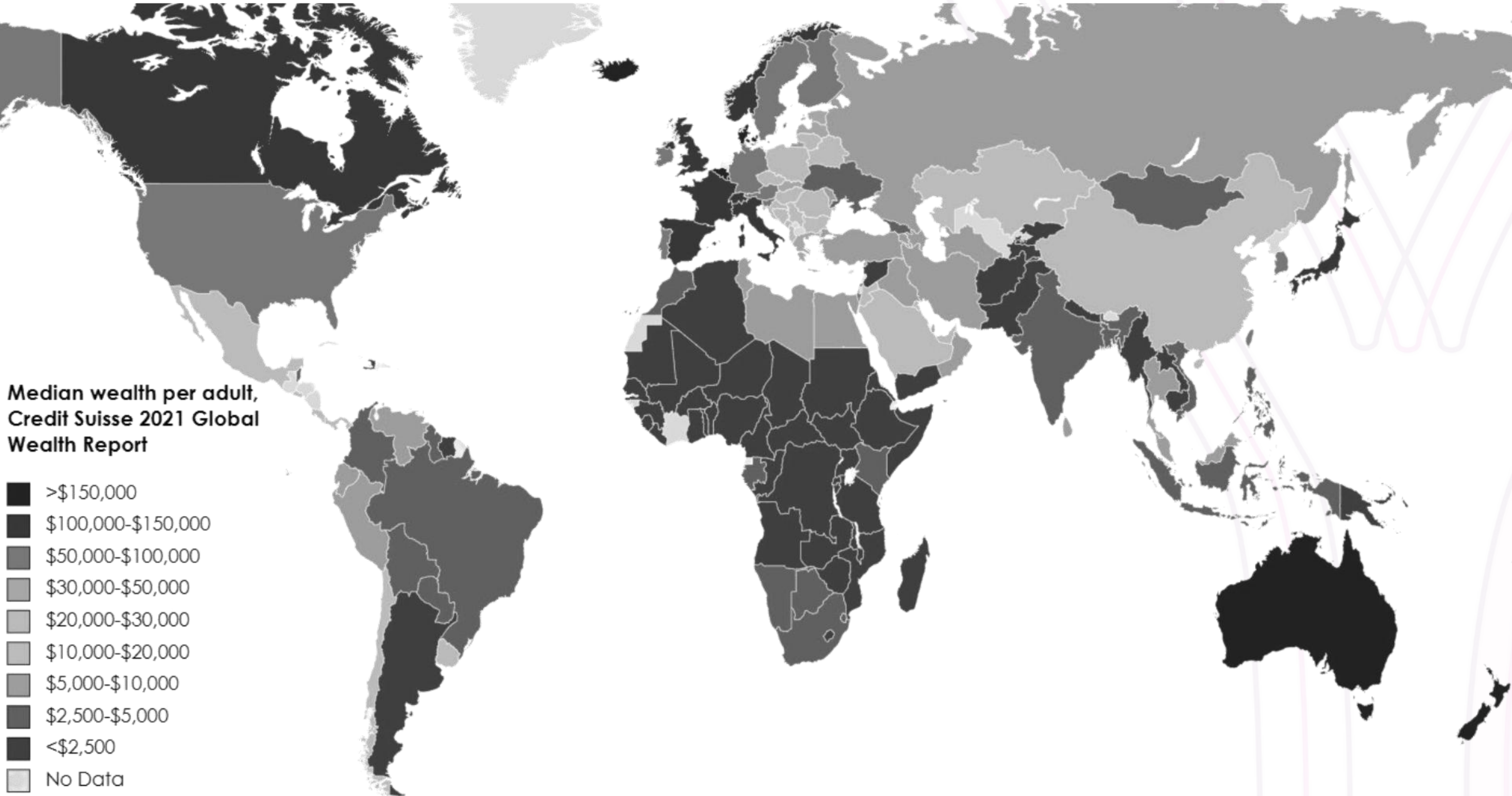
☐ cut losses	☐ tighten one's belt	☐ put one's hand in one's pocket	=15
☐ be born with a silver spoon in one's mouth	☐ pay one's way	☐ pay back	=15
☐ pay off	☐ dip into	☐ keep head above water	=15
=15	=15	=15	

5. Complete the questions with the phrases from exercise 4.

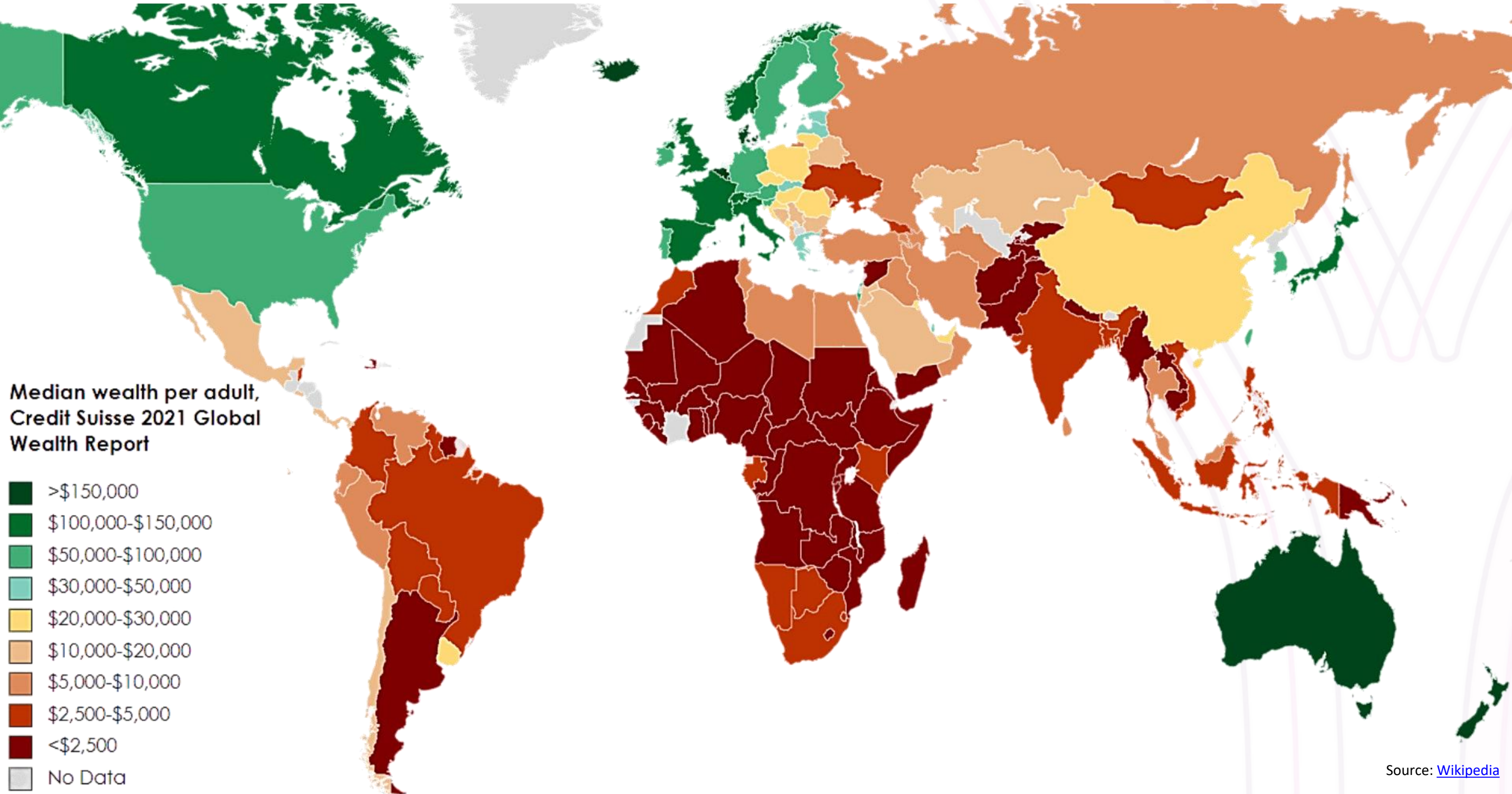
- 1. If you borrow money from a friend, how soon should you _____ it _____? Is it a good idea to borrow money from friends?
- 2. Has your company ever had to _____?
- 3. Do you know anyone who was _____?
- 4. When was the last time you had to _____ your savings? Why?
- 5. If you had to _____, what things could you do without easily?

6. Answer the questions in exercise 5.

1. Look at the map below. In which countries do you think the median wealth is higher? What about your country? Discuss it with your teacher / partner then check your guesses on the next page.



2. Look at the infographic below. Where does your country rank?
Do you agree with this rating?



3. Read about the "Entrepreneur Elevator Pitch", then listen to the pitch and answer the questions.

The TV show "Entrepreneur Elevator Pitch" is about business people who have one minute to tell others about their business idea while in an elevator. The idea is that they have to explain their business quickly, during a short elevator ride. In the show, if the investors like the pitch, the elevator goes to the top floor where the entrepreneur can talk more and maybe get money for their business. If they don't like the pitch, the elevator goes back down and the business person leaves with no deal.



Audio 8.3

1. Why did Alex feel frustrated when working outside of the office?
2. What is Splay?
3. How much investment is Alex seeking for 10% of his company?
4. Do you think the investors liked the pitch?



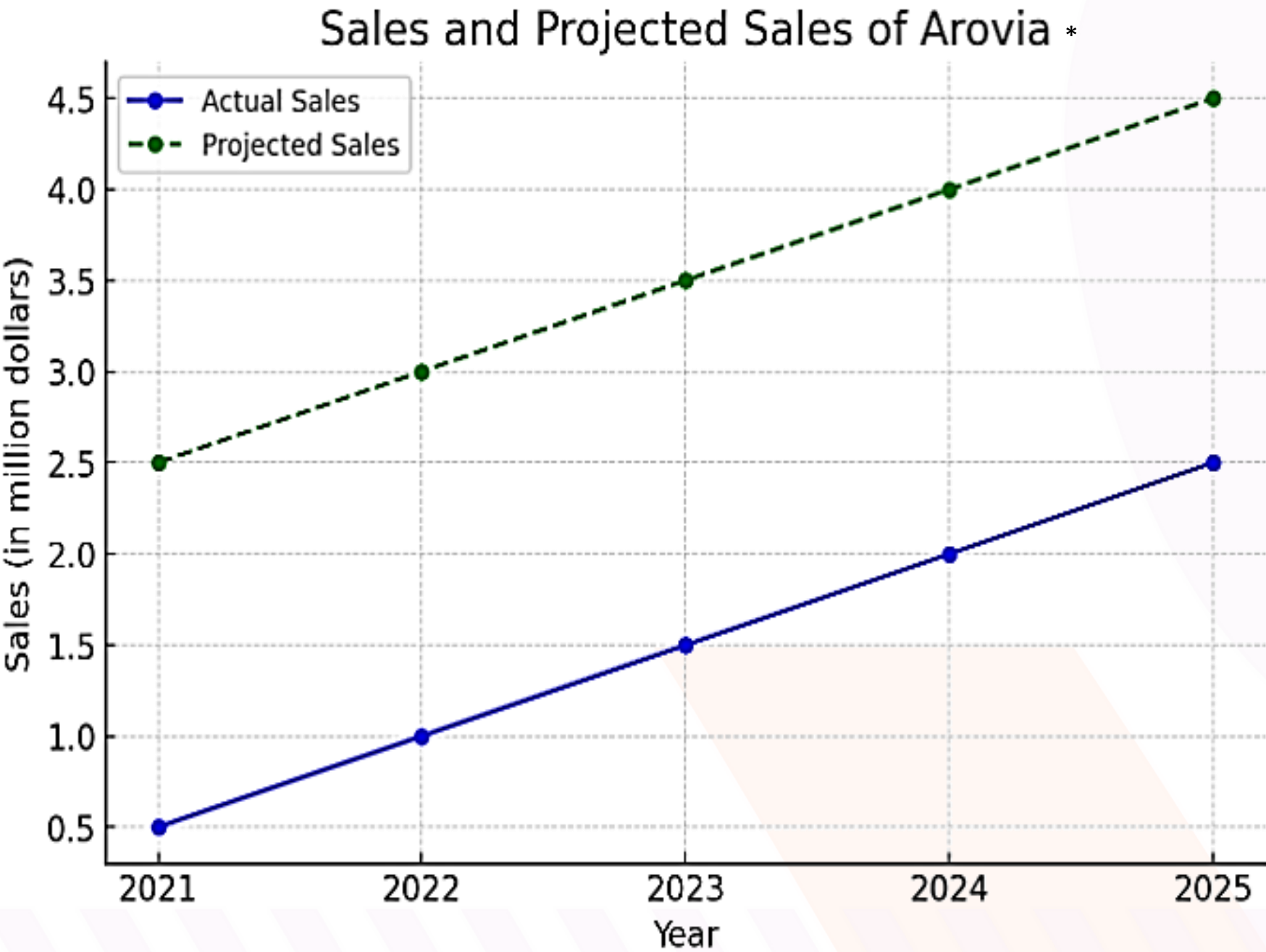
4. Listen to Alex’s presentation and complete the sentences.

Audio 8.4

- 1. Take a look at this _____.
- 2. It shows _____.
- 3. As you can see, _____.
- 4. Notice in particular the blue line, which indicates _____, and the green line, representing _____.
- 5. This upward trend shows _____.
- 6. I'd like to draw your attention to _____.
- 7. This increase will definitely continue over the next few years as we introduce _____.



AROVIA



* Projections and audio are merely done for educational purposes.

5. Read the Key Expressions and check the meanings you do not understand with your teacher.

Referring to visuals

- *Take a look at this table / graph / chart.*
- *As you can see from this ...*
- *This chart shows / illustrates / represents ...*

Referring to sources

- *It's based on figures / data from ...*
- *They're from a survey of ...*

Explaining

- *It's divided / broken / split into ...*
- *The green line indicates / represents*
- *This upward / downward trend shows ...*

Focusing

- *I'd like to draw your attention to ...*
- *Notice in particular ...*
- *This figure represents ...*

Forecasting trends and changes

- *This increase will definitely continue over the next few years.*
- *This is going to fall in the future.*
- *It will rise / fall / increase / decrease ...*

6. Use the Key Expressions to describe Jeff Bezos and Elon Musk's journey to the top.



Source: Forbes, 2021

Referring to visuals

- Take a look at this table / graph / chart.
- As you can see from this ...
- This chart shows / illustrates / represents ...

Referring to sources

- It's based on figures / data from ...
- They're from a survey of ...

Explaining

- It's divided / broken / split into ...
- The green line indicates / represents
- This upward / downward trend shows ...

Focusing

- I'd like to draw your attention to ...
- Notice in particular ...
- This figure represents ...

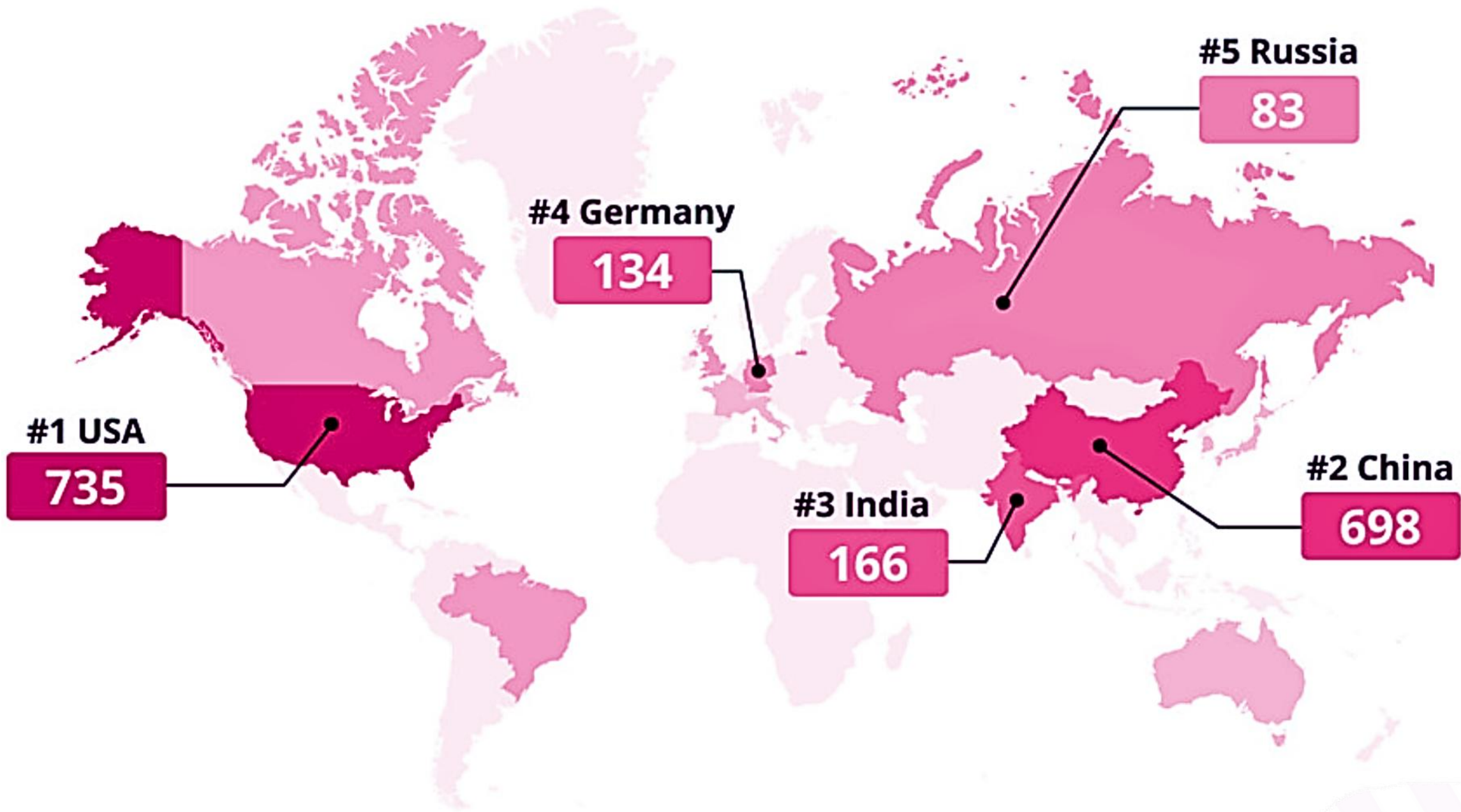
Forecasting trends and changes

- This increase will definitely continue over the next few years.
- This is going to fall in the future.
- It will rise / fall / increase / decrease ...

7. Present the information below.

Which Countries have the most Billionaires?

Number of billionaires per country - 2023



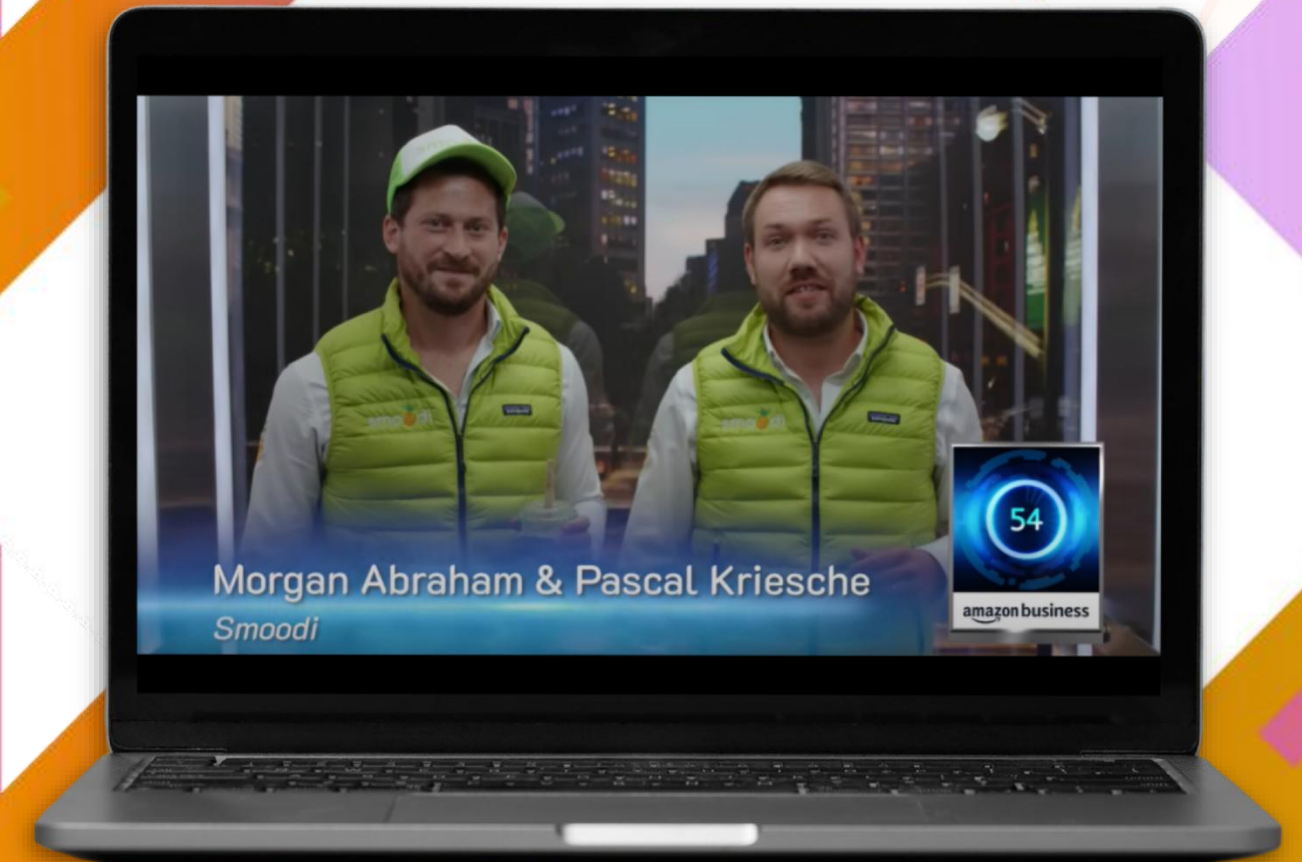
1. Answer the questions.

1. Would you say you have a healthy diet?
2. Do you know any healthy drinks?

2. Read a part of a pitch about Smoodi. Do you think it's a good idea?



Tired of sacrificing your health for convenience? We founded Smoodi to make nutritious food convenient and accessible. Our mission is to encourage healthy habits by blending up the food industry. We designed the world's first robotic self-cleaning smoothie machine. No mess, no labour, just delicious smoothies!





3. Listen to Morgan and Pascal talking with their mentor, Marc Randolph, co-founder and first CEO of Netflix, and note down the strategies that he suggests.

Audio 8.5

4. Listen again and complete the sentences.

- 1. You _____ explore new markets in the near future.
- 2. Focus on online sales, which _____ increase your reach.
- 3. Do you think we _____ benefit from new product lines?
- 4. Adding healthy snacks _____ complement your smoothies.
- 5. You _____ need to keep updating your machines to stay ahead.
- 6. We _____ consider these points.
- 7. Stay focused on these strategies, and you _____ do great.



5. Complete the rules in the Language point with the words from the list below (a-e) and examples from exercise 4.

Language point			
Certainty	Possibility	Prediction	
1. We use _____ with and adverb (definitely, probably, possibly) to show how certain we are that something will or will not happen. E.g. _____	2. We use modal verbs _____, _____, _____ when there's only a possibility that something will or will not happen. E.g. _____	3. We use _____ to make a strong prediction based on evidence. E.g. _____	a. to be going to b. could c. may d. will e. might

6. Choose the correct option in italics to complete the sentences.

1. Given the high ratings of the show, it ***will definitely / could*** be renewed for another season.
2. The economy ***may / is going to*** improve next year, according to the latest market research.
3. With the current trend in technology, we ***will possibly / might*** have self-driving cars in the next decade.
4. The smartphone company ***will possibly / might*** release a new model next month, but it's just a rumor at this point.
5. The traffic has been terrible all week, so we ***might / will definitely*** be late to the movie if we don't leave early.
6. He's been practicing non-stop for his driver's test; he ***is going to / may*** pass!

7. Make predictions about the future. Use positive or negative forms of *will, could, may, might*.

1. More people work remotely. E.g. More people will probably work remotely.
2. Owning a virtual reality headset is as common as having a smartphone.
3. Robots do most of our household chores.
4. Using cash for transactions is obsolete.
5. Flying cars is a mode of transport.
6. Space travel is accessible to regular tourists.

8. Complete the sentences with your ideas. Use *will (not), could (not), may (not), might (not)*.

E.g. My company will probably have more staff.

My company

- more / less staff
- more competition
- relocation opportunities
- higher salary

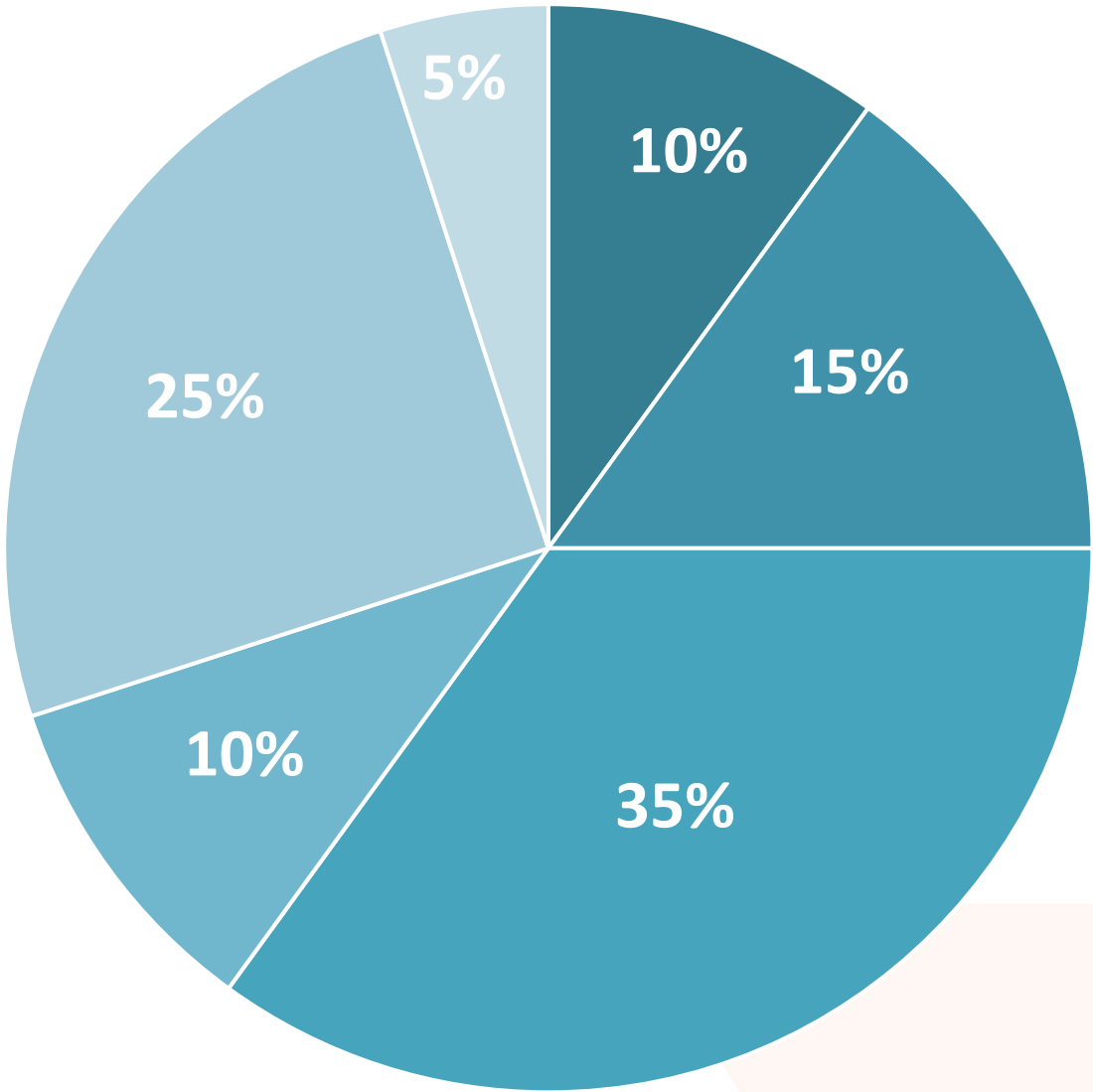
My job

- I _____ the same job. (have)
- A robot _____ my job. (do)
- I _____ from home. (work)

1. Answer the questions.

- 1. How good are you at managing your money?
- 2. How do you keep track of your monthly expenses?

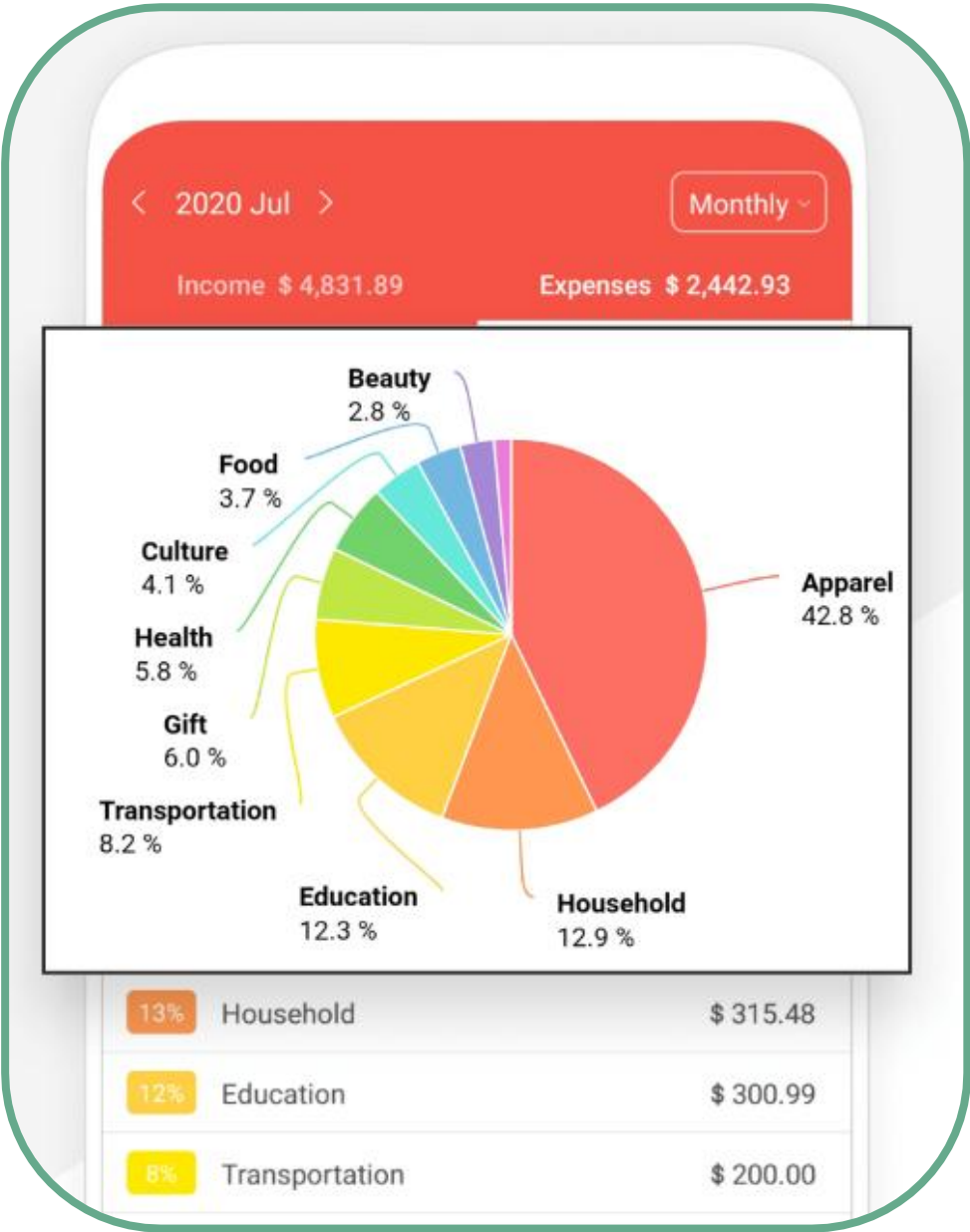
2. Look at the typical living expenses. Do you agree with the percentage?
Are your expenses similar?



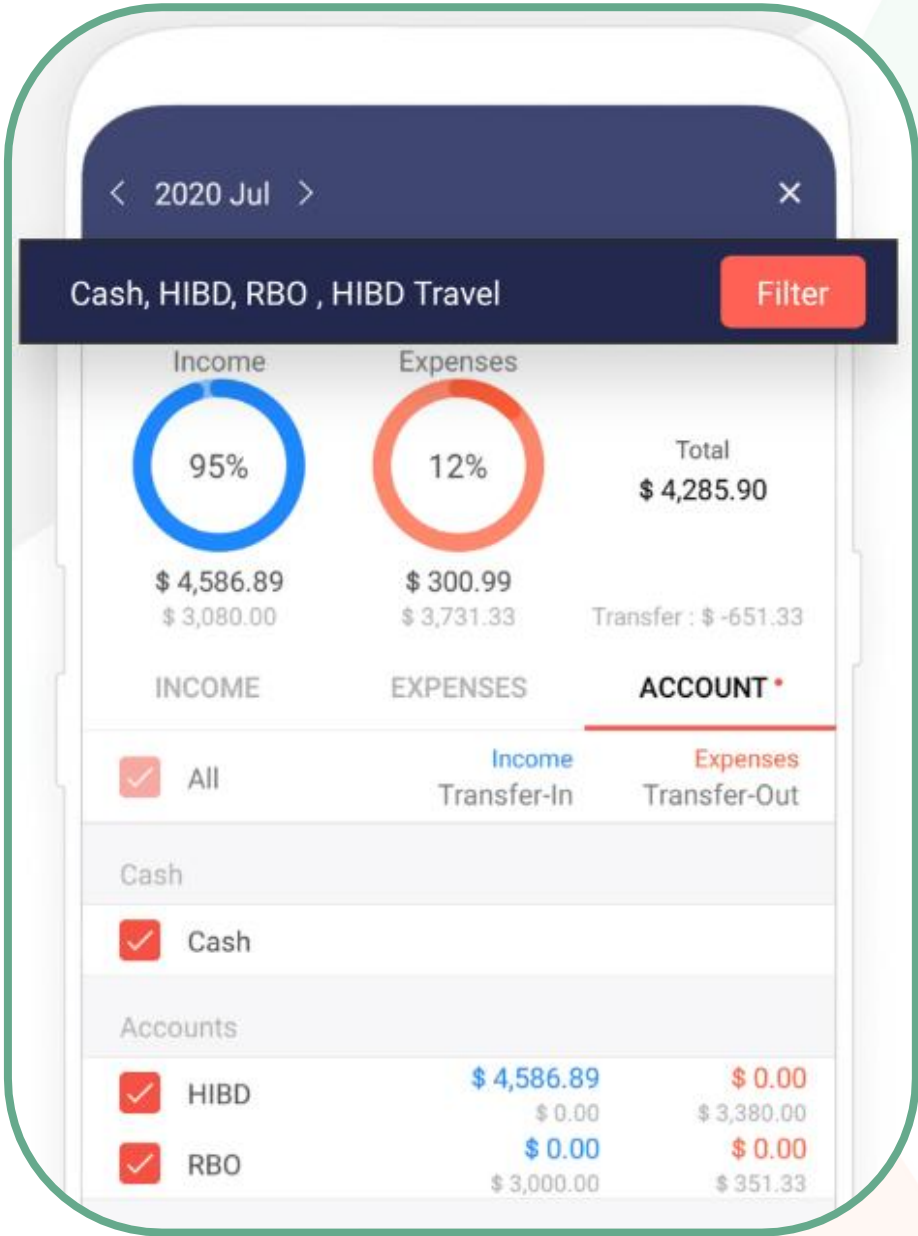
- Clothing 10%
- Rent and Utilities 35%
- Food 25%
- Transportation 15%
- Savings 10%
- Other 5%



3. Look at the pictures below and try to guess what the app is for.



Date	Description	Income	Expenses	Total
29 2020.07 Wed	Social Life Friend: brunch with daniel RBO Debit Card	\$ 0.00	\$ 34.39	\$ 34.39
28 2020.07 Tue	Household Furniture: ikea wardrobe RBO Credit Card	\$ 0.00	\$ 315.48	\$ 315.48
27 2020.07 Mon	Transfer: minimum fees HIBD -> HIBD Travel	\$ 0.00	\$ 0.00	\$ 0.00
24 2020.07 Fri	Transfer: HIBD -> House	\$ 0.00	\$ 0.00	\$ 300.00



Audio 8.6

4. Listen to the audio and answer the questions.

1. What are the main features of the app?
2. What makes it stand out?
3. How does the app handle different types of expenses?

5. Match the sentence halves.

1. I don't know if _____
 2. There are a couple of things _____
 3. Just to confirm, _____
 4. Sorry, _____
 5. I'm having a little difficulty understanding _____
 6. Could you remind me _____
 7. More specifically, _____
- a. how the app is different from others.
 - b. is it free to download?
 - c. how does the app handle different types of expenses.
 - d. I didn't catch that.
 - e. if my notes are right.
 - f. what you said about updates?
 - g. I'd like to clarify.

extra vocabulary

Fat cat - someone who is rich and has a lot of influence.

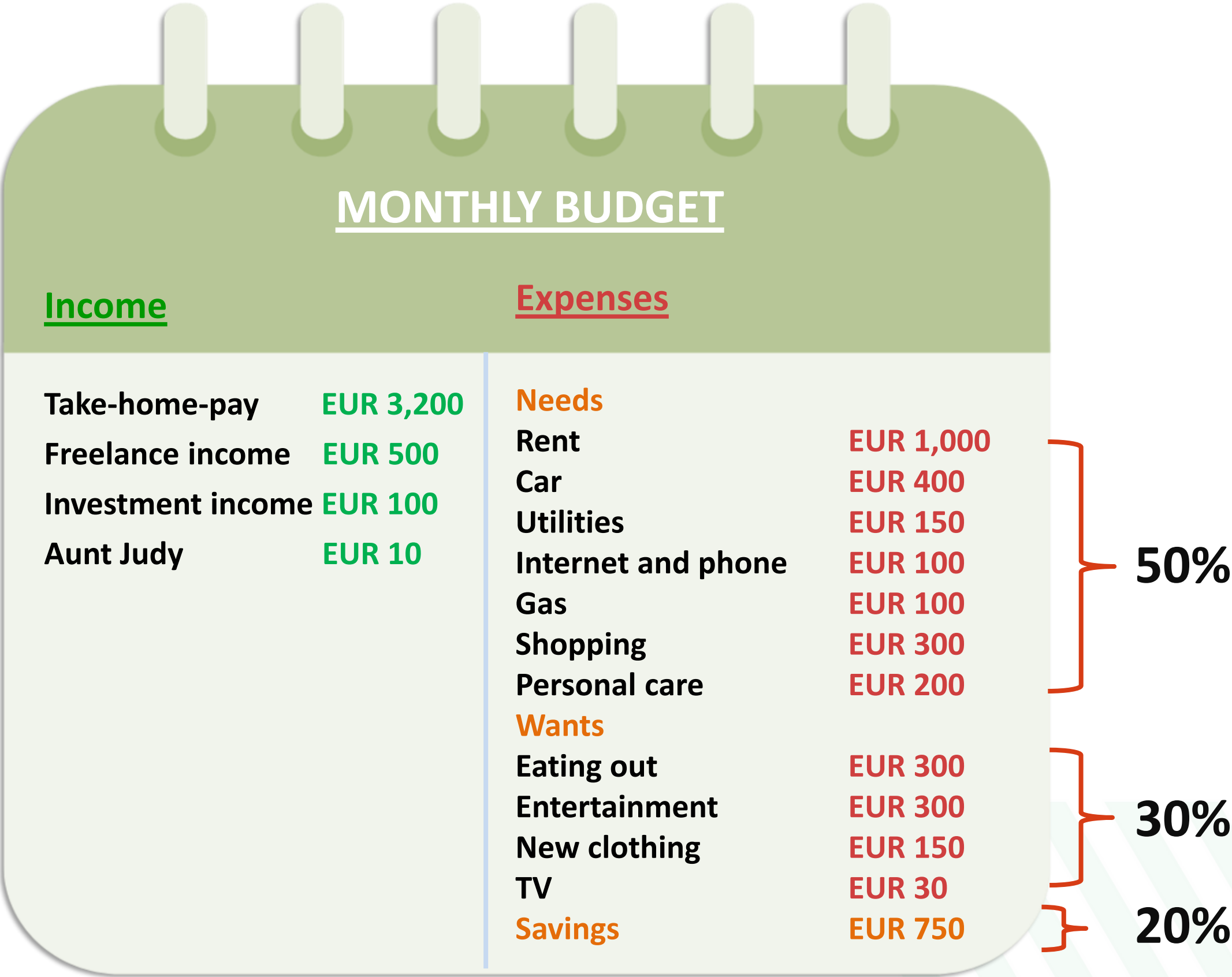
E.g. There is a lot of public anger about corporate fat cats and their huge bonuses.

extra vocabulary

be short (of/on something) - to not have enough of something.

E.g. I'm a little short (= I do not have much money) this week - could you lend me ten dollars?

6. Work with a partner. Take turns to present the information and ask for clarification. Use the expressions below.



You would like clarification

- There are a couple of things I'd like to clarify.
- Just to confirm,?
- I'd like to double-check ...

You didn't understand

- I'm having a little difficulty understanding ...
- Sorry, I don't follow ...
- Can I talk you through the points I'm unsure of?
- I don't know if my notes are right. I wrote down... Is that correct?
- Can you go over that again for me?

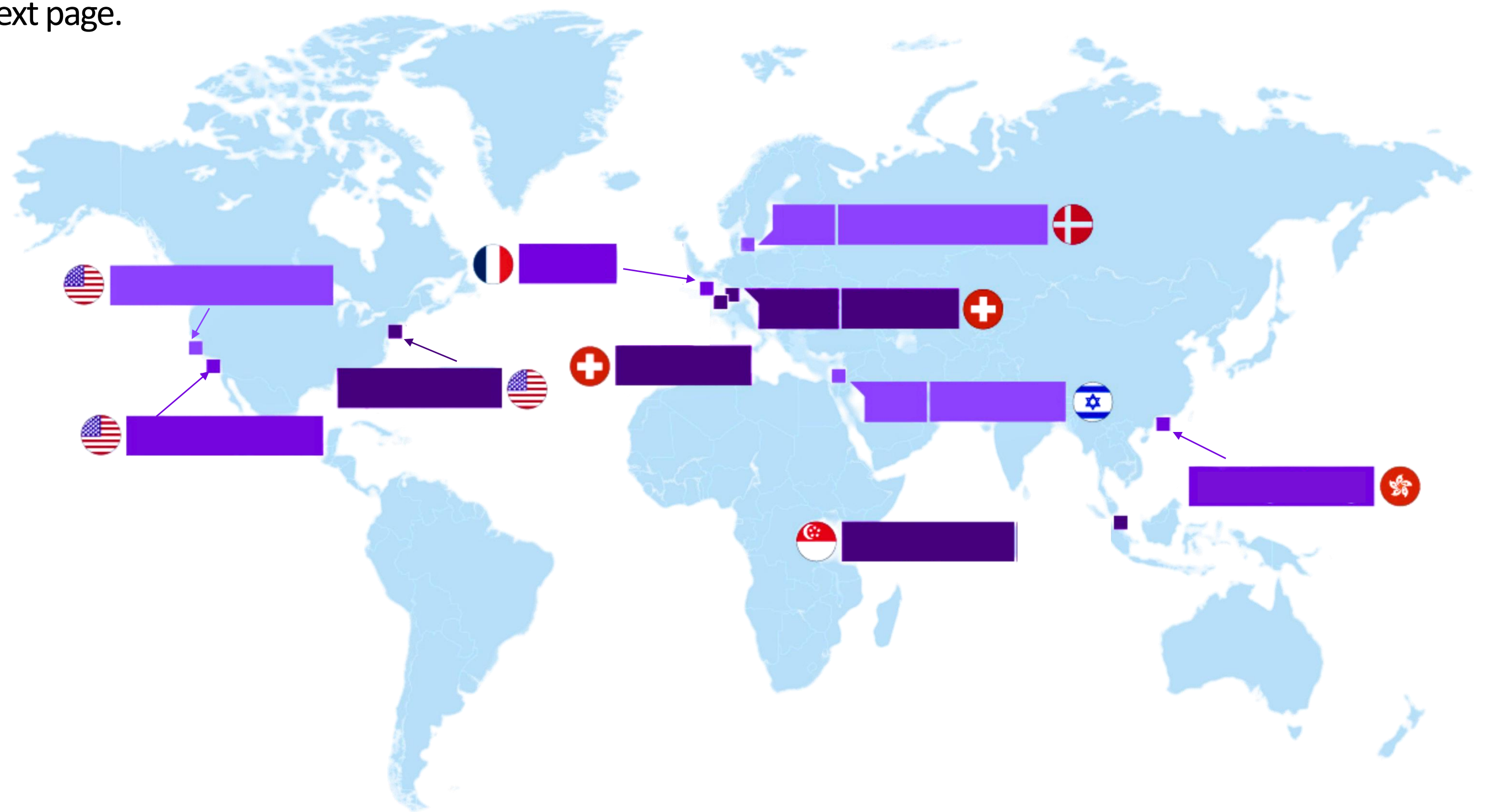
You can't remember the information

- If I remember right, ... Is that right?
- Could you remind me what you said about ...?

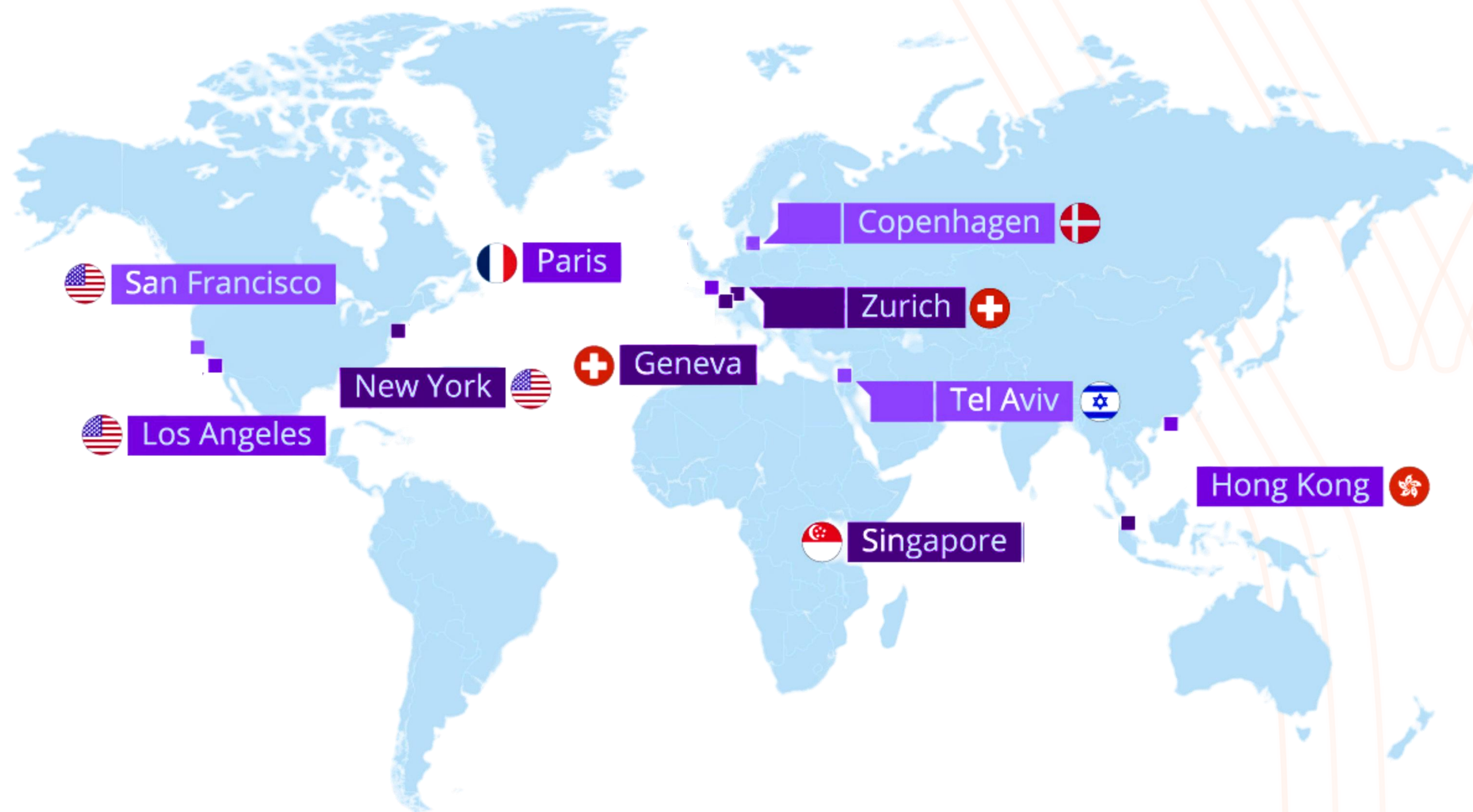
You would like specific details

- Tell me, what exactly refer to?
- More specifically,?

1. What do you think are the most expensive cities in the world? Discuss it with your teacher / partner and check your guesses on the next page.



2. Do you live / have you lived in any of these cities? What do you know about them?



3. Look at the top 10 European cities to live in (ranked by the quality of life*). Which city would you like to live in? Why?

Search:										
Rank	City ^	Quality of Life Index ^	Purchasing Power Index ^	Safety Index ^	Health Care Index ^	Cost of Living Index ^	Property Price to Income Ratio ^	Traffic Commute Time Index ^	Pollution Index ^	Climate Index ^
1	The Hague (Den Haag), Netherlands	216.6	122.9	80.1	80.6	60.2	5.6	22.0	18.7	90.6
2	Eindhoven, Netherlands	206.3	113.4	77.9	78.9	66.2	5.4	24.7	20.4	85.4
3	Rotterdam, Netherlands	206.0	116.1	72.2	81.5	62.9	5.2	23.1	23.0	87.9
4	Luxembourg, Luxembourg	202.0	127.2	71.3	77.9	68.3	10.3	26.0	19.6	82.6
5	Valencia, Spain	196.6	90.9	70.2	79.5	48.7	4.3	23.0	25.9	93.8
6	Amsterdam, Netherlands	195.6	105.5	71.9	79.1	67.6	8.0	24.3	24.8	87.5
7	Helsinki, Finland	190.5	96.4	75.2	79.3	71.1	9.4	26.4	12.9	62.8
8	Vienna, Austria	189.2	92.7	71.0	79.0	67.4	12.6	22.8	17.3	81.8
9	Madrid, Spain	184.5	94.2	72.9	79.8	52.2	6.8	26.5	37.2	85.5
10	Copenhagen, Denmark	184.4	89.2	73.7	76.7	81.5	9.0	28.8	22.7	83.7

[Source: Numbeo](#)

* This was the ranking by the time the material was done. This might change in the due course of time.

4. Read the description of 3 cities from the list. What cities are these?

1. The Hague, Netherlands
2. Eindhoven, Netherlands
3. Rotterdam, Netherlands
4. Luxembourg, Luxembourg
5. Valencia, Spain
6. Amsterdam, Netherlands
7. Helsinki, Finland
8. Vienna, Austria
9. Madrid, Spain
10. Copenhagen, Denmark

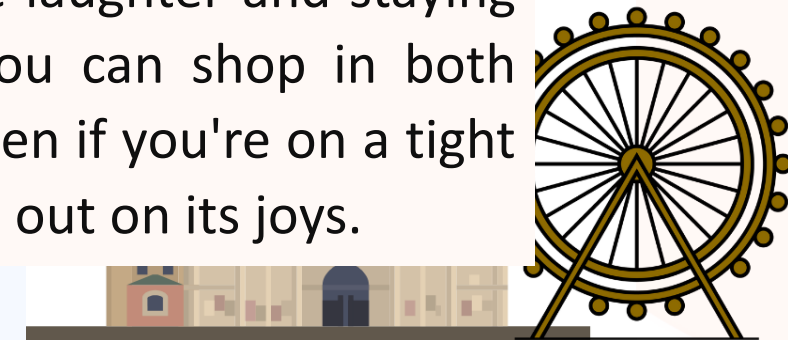
This city is a perfect blend of historical charm and modern living. It's known for its grand palaces, classical music, and rich artistic heritage. It's ideal for those who appreciate a high quality of life and green spaces. With efficient public transport and a variety of cultural offerings, it's a city that balances affordability with an enriching lifestyle.



In this European city, life is about enjoying the vibrant streets, rich culture, and sunny climate without tightening your belt. You can savor tapas and watch street performers without spending too much. Here, people value laughter and staying out late. The city offers a mix of old and new, where you can shop in both traditional markets and modern stores. It's a place where even if you're on a tight budget, you can still enjoy the rhythm of life without missing out on its joys.



In this city, known for its canals and bikes, living might cost an arm and a leg. It's famous for beautiful houses along waterways and many museums. If you're on a tight budget, you might have to cut your losses in some areas, like dining out often or large living spaces. However, you can still enjoy the city by taking advantage of free activities like walking through historic streets and parks. This city has a relaxed atmosphere and is very friendly.



5. Tell your partner / teacher about the cost of living in your city. Consider the points below or use your own ideas.

Try to end each statement with a lifehack: 'If you want to save some money, you can ...'

1. Monthly rent for a single person / family
2. Monthly / annual income needed for a single person / family
3. Estimated cost for groceries per month
4. The easiest / fastest / cheapest way to go around
5. Price of a regular bus / train / subway ticket
6. Night life

6. Go to the website <https://www.numbeo.com/> and find the city you live in. How does it rank?

Advertise it to your teacher / partner. Speak about:

1. Quality of life
2. Cost of living
3. Safety
4. Healthcare
5. Property price
6. Pollution



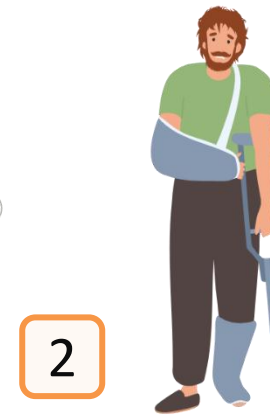
1. Match the words in A and B below to make an idiom. Then match each idiom to the following pictures (1-8) and explain the meaning.

A

- save for _____
- be on a tight _____
- cost an arm _____
- pay through _____
- have deep _____
- to be born with _____
- keep one's head _____
- tighten one's _____

B

- belt
- the nose
- a rainy day
- and a leg
- above water
- budget
- a silver spoon in one's mouth
- pockets



2. Replace the underlined phrases in the sentences below with their synonyms (a-d).

- | | |
|--------------------|--|
| a. contribute to | 1. John often <u>reviews his financial records</u> to understand where his money goes. |
| b. set up a budget | 2. Alex <u>invested</u> in real estate. |
| c. put money into | 3. Emily <u>donates</u> part of her earnings to the local animal shelter. |
| d. keep track of | 4. Take the time to <u>organize your finances</u> and track how much money is coming in and going out. |

3. Complete the sentences with the phrases below.

- was born with a silver spoon in his mouth
- pay back
- dip into
- keep their heads above water
- tighten our belts
- cut losses

1. After the holiday spending, we need to _____ and save money.
2. Despite many challenges, the family is managing to _____.
3. He _____, so he never had to worry about money.
4. The small company decided to _____ by closing the least profitable store.
5. She had to _____ her savings to pay for the unexpected car repairs.
6. John borrowed \$50 from me, but promised to _____ by December.

4. Choose the correct option in *italics*.

1. Before you buy a new laptop, it's wise to shop ***around / about*** and compare prices at different stores.
2. I got these shoes at half the price during the sales season—it was a real ***sale / bargain!***
3. In many markets, you can ***argue / haggle*** over prices.
4. Sarah said she would pay ***back / away*** the money I lent her next Friday.
5. I had to dip ***on / into*** my savings when I was between jobs.
6. Paying double the price for a bottle of water at the tourist spot felt like a ***rip-off / rip into***.

5. Choose the correct option.

1. Look at those dark clouds! It **might / is going** to rain soon.
2. Frank has won the lottery, so he **will probably / is going** to buy a new house.
3. I haven't decided yet, but I **might / will definitely** go to the concert next weekend.
4. I **am going to / could** finish reading this book tonight; I only have a few pages left.
5. The ground is shaking, and the volcano is smoking. It is **going to / could** erupt.
6. I've been practicing a lot, so I **might / will probably** win the chess tournament.

6. Write responses to sentences (1-8). Use the prompts in brackets with will (not), could (not), may (not), might (not).

1. We're planning a beach day. (be / sunny) *E.g. It might be sunny.*
2. I want to stop smoking. (feel / healthier)
3. I'm thinking about studying abroad. (get / scholarship)
4. Let's go to the best restaurant in town. (be / expensive)
5. We should hike the mountain tomorrow. (be / tired)
6. I'm saving up for a new bike. (have / enough money)
7. I'm becoming a vegan. (lose / weight)
8. I'm going to do a cooking course. (enjoy / it)

7. Complete the sentences with the words below.

- based
- draw
- divided
- upward
- illustrates
- look

1. Please take a _____ at this table to understand our quarterly expenses.
2. This chart _____ the sales performance of each team.
3. It's _____ on data from the first quarter of this year.
4. The budget report is _____ into different parts.
5. This _____ trend shows an increase in our market share.
6. I'd like to _____ your attention to the spike in April's revenue.

8. Put the words in order.

1. I'm / through / Can / the / points / unsure / talk / you / of? / I _____
2. clarify / like / to / There / couple / things / a / I'd / are / of. _____
3. for / go / me / Can / again / you / that / over? _____?
4. Could / the / me / about / features / remind / said / you / what / you? _____?