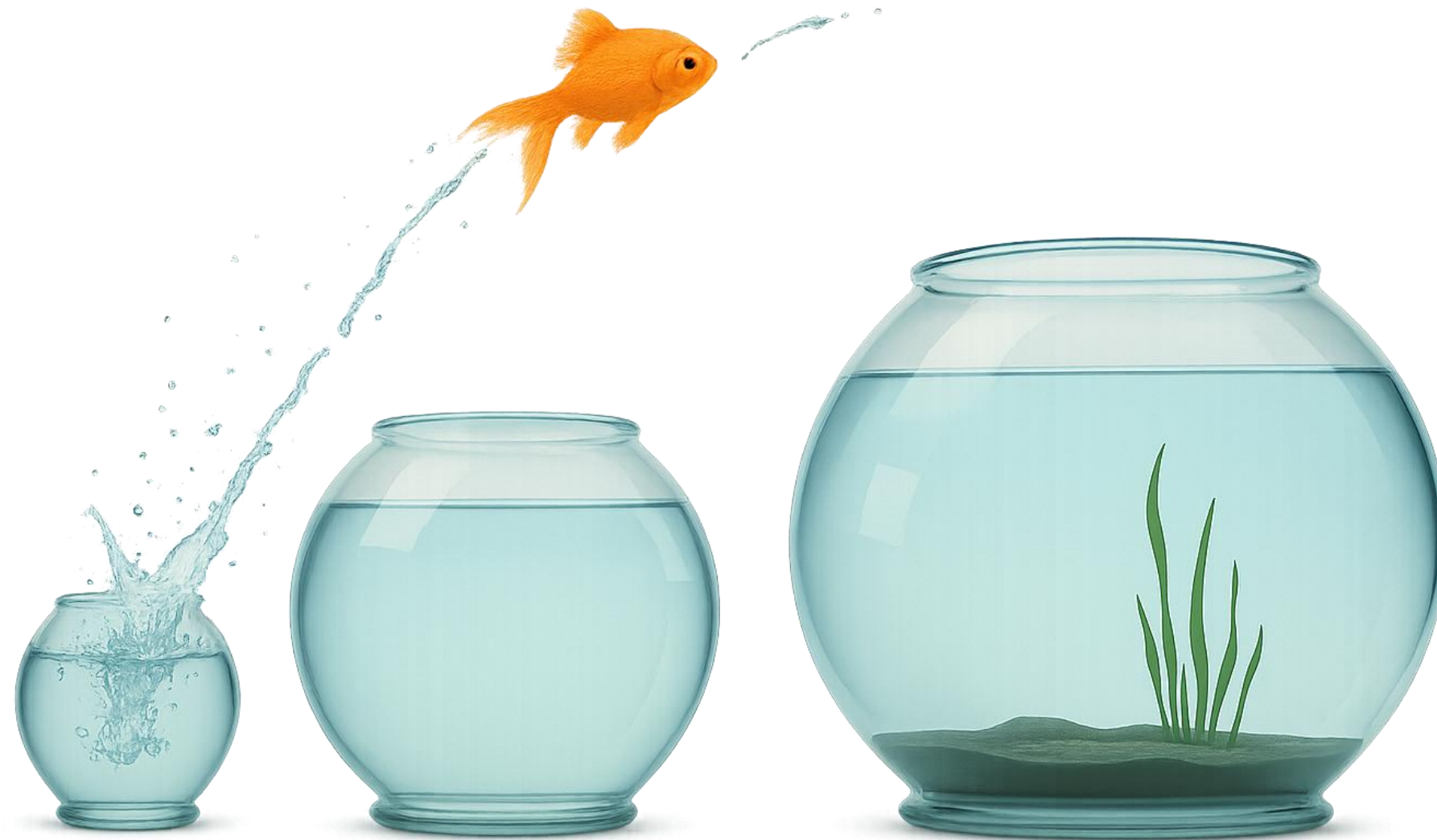


Objectives

- Language focus: Expressions of quantity
- Vocabulary: Words with variable stress
- Everyday English: Business expressions & numbers
- Reading: Scandi successes
- Listening: Advertisements
- Writing: Report writing



'A satisfied customer is the best business strategy of all.'

Michael LeBoeuf



1. Take a look at the picture. Do people naturally feel the need to keep striving for more? Do you think this is a good thing? Why or why not?
2. Read the quote. Why might this be the most effective approach? In what ways do companies sometimes overlook it? Can you think of any companies that apply it well? How do they do it?

Test your grammar!

1. Underline the words that can go with the expressions of quantity.

- **a few** ... difficulties / profit / failures / research
- **not many** ... problems / trouble / advice / plans
- **several** ... times / emails / news / people

- **very little** ... time / room / confidence / people
- **not much** ... unemployment / jobs / work / success
- **a bit of** ... luck / fun / problem / difficulty

- **a lot of** ... enthusiasm / energy / children / girls
- **enough** ... eggs / food / knives / cutlery
- **hardly any** ... money / experience / problems / friends

2. What do you notice about the three groups of quantifiers?

1. Elon Musk is a famous entrepreneur and inventor. What do you know about him? What do the photos show about what he does?

2. Read the text. How would you describe his character?

3. Complete the following questions about Elon Musk and answer them.

1. How _____ is known about his early life? What was it like?

How much is known about his early life?

What was it like?

It ...

Little information is known about it.

- 2. How _____ discipline was there in his childhood? Who did it come from?
- 3. How _____ did he live in South Africa? Why did he leave?
- 4. How _____ days did he spend doing a PhD? Why did he drop out?
- 5. How _____ did it take him to become successful? Which companies did he found?
- 6. How _____ money did he make from Zip2 and PayPal? What did he do with the money?
- 7. How _____ seconds does a Tesla Roadster take to go from 0–60 mph? Where did one of the cars go in 2018?
- 8. How _____ companies does he currently have? Why is the name of his tunnelling company funny?



The sky's not the limit!

"I think that's the single best piece of advice: constantly think about how you could be doing things better and questioning yourself."
Elon Musk

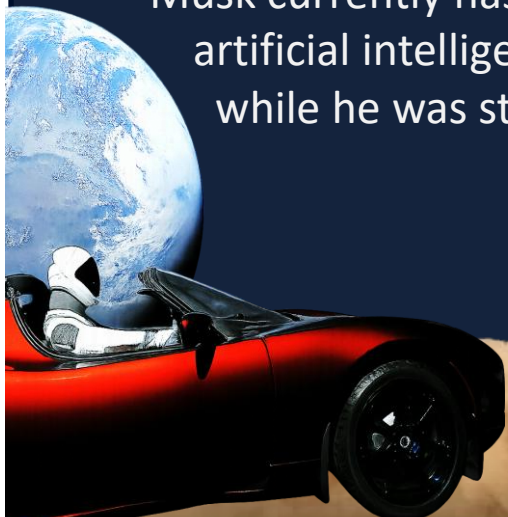


Elon Musk was born in 1971, in South Africa. Little information is known about his early life, but it clearly wasn't happy. His parents divorced when he was ten, and Elon lived with his father. It seems there was a great deal of harsh discipline around, and not a lot of love, and he was also bullied at school. He thinks all these difficulties made him strong, however, and worries that his children have too few struggles in life!

Elon left South Africa in 1989, to avoid doing military service for the apartheid government. He graduated in Physics and Economics in the US, and started a PhD in Physics, but dropped out after only two days. The Internet was booming, and Elon wanted to seize the countless opportunities it offered. In a short time, he made \$187m from founding and selling Zip2, which produced online city guides, and PayPal. He used the money to fund the ventures closest to his heart – alternative technology, and space travel.

Musk's car company, Tesla, makes electric cars that every car fanatic would desire – the Roadster sports model can accelerate from 0 to 60mph in 3.7 seconds. His company SpaceX successfully launched its Falcon 9 rocket in 2012. There are plenty of private rocket enthusiasts (Amazon's Jeff Bezos is another famous one), but Musk's rockets were the first to dock with the International Space Station. In 2018, a bigger rocket, the Falcon Heavy, took a Tesla Roadster into space! Both types of Falcon rocket are reuseable – each rocket booster can land and be used again.

Musk currently has several companies on the go, and a great number of projects, including artificial intelligence, solar energy, and a new tunnel-boring machine (that idea came while he was stuck in traffic). His tunnelling company is called **The Boring Company**.



4. Listen to a similar text about Elon Musk and fill in the chart with quantifiers that have similar meanings.


Audio 6.1

Reading text	Listening text
little information is	few facts are
a great deal of	a lot of
not a lot of	
all	
have too few	
two	
countless	
a short time	
every car fanatic	
plenty of	
Both	
each	
several	
a great number of	

LANGUAGE POINT

1. Why do we say ...?
very few facts
BUT **very little** information

a great number of projects
BUT **a great deal of** discipline

a lot of / hardly any problems
AND **a lot of / hardly any** success

2. Who is happier, **A** or **B**?

A: I have a few friends and a little money.
B: I have few friends and little money.

3. The nouns in **A** and **B** can be both countable and uncountable. Which are they in each sentence? What's the difference in meaning?

A	B
I do a lot of business in China. I love chocolate!	I've opened a business there. Have a chocolate!

Go to pages 17-21 for grammar reference.

Practice I Countable or uncountable?

1. Complete the following questions using 'How much...?' or 'How many...?' Then answer them.

1. money / on you

How much money have you got on you?
2. cups of tea/ day

3. times / been abroad

4. time / watching TV

5. salt / on your food

6. pairs of jeans / own
7. books / read in one year

8. films / a month

9. exercise / every week

10. languages / speak

Listen and check. 
Audio 6.2

2. Fill in the following sentences with a(n) / many, or-/ much.

1. I didn't experience _____ success in sales.

Elon Musk's initial company turned out to be _____ big success.
2. Kids shouldn't play with _____ fire.

It's freezing! I'm going to start _____ fire.
3. Do you prefer _____ black coffee or white?

Can I have _____ black coffee, please?
4. Could you pick up _____ newspaper while you're out – maybe The Guardian or The Times?

There isn't _____ paper left in the printer – you'll have to add more.
5. I heard _____ noise outside – what was that?

Since the hotel is downtown, you can expect _____ noise at night.
6. What _____ beautiful room this is! And the furniture's so stylish!

There isn't _____ space in the back seat, but you'll fit.

3. Find word pairs with a very similar meaning and write them in the correct column.

dollar	travel	furniture	job	advice
trouble	fact	suggestion	fruit	journey
work	traffic	information	chair	suitcase
money	lorry	baggage	apple	problem
Countable noun		Uncountable noun		
dollar		money		

4. Choose three pairs of words from 3.

- write three sentences using the uncountable nouns.
- write three sentences using the countable nouns (in the plural).

E.g.:
I need some new furniture.
I don't like these sofas - they're uncomfortable!

Practice I Countable or uncountable?

Expressing quantity

5. Use the prompts to rephrase the sentences.

She earns only £8 an hour.

much / very little

She doesn't earn much income.

She earns very little income.

We've only got one apple and two oranges.

very little / hardly any

There aren't any tomatoes.

no / not a single

We've got more than enough time to get ready.

loads of / plenty of

I don't have much luggage.

only a couple / two

Did you spend many days in France?

much / a lot of

I get only five days' vacation.

very little / much

I've put on 20 kilos!

a huge amount of / far too much / loads of

There was very little traffic on the highway.

many / very few

We've had rather a bit of trouble with our internet.

some / a few

There isn't one of my friends who is married.

none / not one

Chris works 100% of the time.

all / the whole

I ate hardly anything at all yesterday.

much / almost nothing



She worked at the airport behind the check-in counter. Dumped me after our first date. Said I had too much baggage.

6. Look at the cartoon of the supermarket. Why is it so funny?



7. Choose the correct alternative for (a-h) below.

- I'm afraid we've got very little / a little cash left.
- I have a few / few relatives, but not nearly as many as you!
- We only spent not much time / a short time in Rome.
- I now read far less / fewer novels than before.
- All people / Everybody loved the food.
- My apartment was damaged last year. All / Everything was destroyed.
- Everyone / All the people from the office showed up at the gathering.
- We've had plenty of / a lot of sunshine this season.

Practice I Countable or uncountable?

A lifestyle survey

8. Answer the questions.

Do you ... ?	S1	S2	Teacher	Total (class)
binge watch box sets of TV series				
collect anything				
cook for friends				
do any exercise				
do puzzles				
eat out often				
go for long walks				
go to the cinema often				
play games on your phone				
spend a lot of time shopping				



9. Present the result to the class using the words from the box.

quite a few people	none of us	most of us
(nearly) everybody	a few of us	hardly anyone
all of us	quite a lot of us	nobody
very few of us		

Most of us go to the cinema often.

Hardly anyone collects anything.

SPOKEN ENGLISH – loads of

1. People often use very informal expressions of quantity in spoken English.

‘Oh, I’ve got **loads of** work to do!’
‘She’s got **stacks of** files on her desktop!’

Listen and complete with expressions of quantity.



Audio 6.3

- _____ of time
- _____ of money
- _____ of ideas
- _____ of food
- _____ of washing
- _____ jobs
- _____ of things
- _____ of people
- _____ of homework

2. Use different ways to say what you and your friends have a lot of.

‘I’ve got **tons of** work at the moment.’
‘Anna’s got **loads of** friends.’

1. Do you know anything about LEGO and IKEA?

- Why do you think the two companies have been so successful?
- Have you and your friends and family bought their products?
- Is there anything you don't like about them?



Success in stats

There are more LEGO figures on Earth than people, and 86 Lego bricks for every person alive. LEGO is actually the world's biggest tyre manufacturer – they make 400 million a year!



2A. Read *Success in stats*. How successful is LEGO?

2B. Answer these questions.

1. When and where was the company established?
2. Who was the founder? What early story tells us about his character?
3. Who helped him to get started? How?
4. What was his motto? How did he demonstrate it?
5. Where did the name of the company come from?
6. Where did he get the idea for his main product from?
7. What made the company so successful?
8. What features of the product do some people see as negative?
9. What difficulties has the company faced?
10. When did the founder die?

2C. Figure out the meaning of the highlighted words from the context in the text.

The story of



In 1932, in Billund, Denmark, Ole Kirk Christiansen had an idea. He'd had a woodworking workshop since 1916, but the Great Depression had come, and the locals couldn't afford to buy much. Ole saw that people often spent what little money they had on toys for their children, and decided to make some, using spare bits of wood. He was helped by his grandson, Godtfred, who joined the business aged 12.

An early story demonstrates how seriously Ole took his motto:

Only the best is good enough. Godtfred came home looking pleased one evening, and told Ole he'd saved the business money by putting only two layers of varnish on a toy duck, instead of three. Ole gave him a good telling-off, and made him go back to the workshop immediately to add a third layer, in order to achieve the quality required.

Success – brick by brick

The LEGO toy company was established in 1934. The name comes from the Swedish leg godt, meaning 'to play well'. Only much later, after the company began making its connecting bricks, was it discovered that lego in Latin means 'I put together'!

The idea for plastic self-locking building bricks actually came from a British company, Kiddicraft. LEGO started making them in 1949, but it wasn't until 1958, when the locking design was much improved, that sales took off. That was also the year Ole died, and Godtfred took over the company.

LEGO's enormous success is due to its quality, and the endless creativity it allows children. A mathematician recently calculated that six LEGO bricks could be combined in 915,103,765 ways! And it's not just children who love it; AFOLs – Adult Fans Of LEGO –



Surviving difficult times

In the new millennium, children began to spend a lot more time playing digital games. By 2003, LEGO sales were down by 30%, and the company was \$800 million in debt. Business consultants said the brick was dead, and told LEGO to diversify into clothes and jewellery, video games, and Legoland parks. All of these lost money, and LEGO nearly went bust. In 2015, however, it became the world's most powerful brand, having quadrupled its profits since 2008. This was done by selling off its Legoland and video games arms, and focusing again on its key product, the bricks and sets. The Internet was used to build a strong community of LEGO fans, and the huge amount of love they have for the physical bricks and figures is shown by the thousands of YouTube videos they share of their collections.

Reading and Speaking | IKEA

Success in stats

IKEA has over 300 stores in 41 countries. On some Sundays in Britain, almost twice as many people visit an IKEA branch as attend church.



3A. Read *Success in stats*. How successful is IKEA?

3B. Answer these questions.

1. When and where was the company established?
2. Who was the founder? What early story tells us about his character?
3. Who helped him to get started? How?
4. What was his motto? How did he demonstrate it?
5. Where did the name of the company come from?
6. Where did he get the idea for his main product from?
7. What made the company so successful?
8. What features of the product do some people see as negative?
9. What difficulties has the company faced?
10. When did the founder die?

3C. Figure out the meaning of the highlighted words from the context in the text.

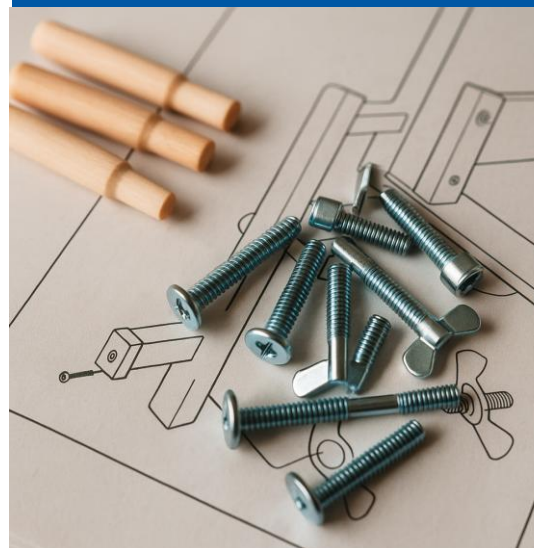
The story of



Ingvar Kamprad,
1926–2018

All children ask their grandparents for things, but 5-year-old Ingvar Kamprad's request to his grandmother was unusual. He asked her to buy boxes of matches for him **in bulk**, which he then sold to people for a profit. At the age of ten, he was cycling around Småland, Sweden selling seeds, fish and pencils!

In 1943, when he was 17, Ingvar's father gave him some money for doing well at school despite his dyslexia. Ingvar used it to start a mail-order company selling household **goods**, and called it IKEA – it stands for Ingvar Kamprad from Elmtaryd, Agunnaryd (his boyhood address). An early story shows how **driven** he was. When his father said he slept too late, Ingvar set his alarm clock for 6.00 a.m. and removed the 'off' button!



Fast furniture

Ingvar's main competitor sold furniture, and it gave him an idea. At the time, stylish furniture was a luxury few could afford, and only after saving up for years. What if he could make it affordable for all, sooner? He did it by buying and selling in bulk as cheaply as possible – his motto was: It's better to sell 600 chairs at a lower price than sell 60 chairs at a high price. He bought an old factory and manufactured even cheaper furniture himself, keeping quality high. Other furniture manufacturers were horrified at IKEA's low prices, and persuaded all the wood suppliers in Sweden **to boycott** the company. Ingvar's entire business was threatened, and he was forced to find suppliers from abroad. In fact, the Polish wood he bought made his products even cheaper.

Flatpack fans?

He opened his first big showroom in 1958, with the familiar IKEA sign (but in red and white – the yellow and blue of the Swedish flag came later). As more Swedes bought cars, Kamprad cut rental costs by opening stores out of town. The **real lightbulb moment** came when a colleague couldn't get an IKEA table into his car, and unscrewed the legs and taped them underneath the table to make it go in. Introducing flatpack furniture, which customers took home and assembled themselves, brought huge savings in **storage** and delivery costs.

Not everyone was a fan of self-assembly furniture. Many people got frustrated with the text-free diagrams, and with each other, when putting the furniture together. One of the biggest self-assembly items became known as 'the Divorce Maker'! IKEA also hit cultural problems when expanding abroad – in America customers thought the glass vases were expensive drinking glasses – the actual drinking glasses were way too small for them!

IKEA's global success has continued, however, and Ingvar played a major role in it right up until his death. In 2014, he said, 'I have so much work to do and no time to die,' but in 2018, aged 91, he finally found enough time, and left his three sons in charge of the company.



What do you think?

- Who do you find most impressive, Ole or Ingvar? Why?
- What are the possible disadvantages of being as driven as these two entrepreneurs?
- Would you like to start a business? What kind?

1. Which restaurants where you live are most popular? Why?
2. You are going to open a restaurant. Discuss your business strategy.
 - What kind of restaurant will it be?
 - What will make it stand out from the other restaurants around?
 - How will you raise the money to start it?
 - Where will it be located?
 - What kind of customer do you want to attract?
 - How many staff will you employ? What kind of people are you looking for? How much will you pay them?
 - How will you advertise the restaurant?
3. Optional. Your restaurant is now very successful. Discuss these questions.
 - Should you raise prices?
 - Should you stop taking bookings, because people are happy to queue?
 - Should you expand?
 - The economy goes into recession. What do you do to stay profitable?



progress: /'prəʊgres/ or /prə'gres/?

1. Look at the words below. Explain their meaning.

- a. progress

b. import

c. decrease

d. increase

e. export

f. record
- g. refund

h. produce

i. permit

j. transport

k. insult

l. protest

2. Listen and repeat the words in 1 as nouns and then as verbs. How does the stress or sound change?



Audio 6.4

3. Complete the sentences with the correct word form. Read aloud, then listen and check.



Audio 6.5

1. Scotland ____ a lot of food from other countries. Its ____ include whisky and beef.

2. I'm pleased with my English. I'm making a lot of ____.

3. Unfortunately, there's been an ____ in the number of unemployed.

4. Fortunately, the crime rate has ____ significantly.

5. How dare you call me a cheat! What an ____!

6. I'm going on a ____ march against student fees.

7. I'll ____ the lecture on my phone, so I can listen to it later.

8. The trains were cancelled, but I got a ____ on my ticket.

refuse: /'refjus/ or /ri'fju:z/?

4. These words change meaning with stress. Discuss their use as verbs, nouns, or adjectives.

- a. refuse

b. present
- c. minute

d. desert
- e. content

f. object
- g. invalid

h. contract

5. Listen to the words and say whether it's a noun, verb, or adjective.



Audio 6.6

6. Ask and answer the questions using the words in 4.

1. What does 'UFO' mean?

2. What's the Sahara?

3. What do you get on your birthday?

4. What are pages 2 to 5 in this book?

5. How do lawyers in court say they disagree?

6. What's another way of saying ... ?
- out-of-date

• rubbish

• very small

• a written agreement

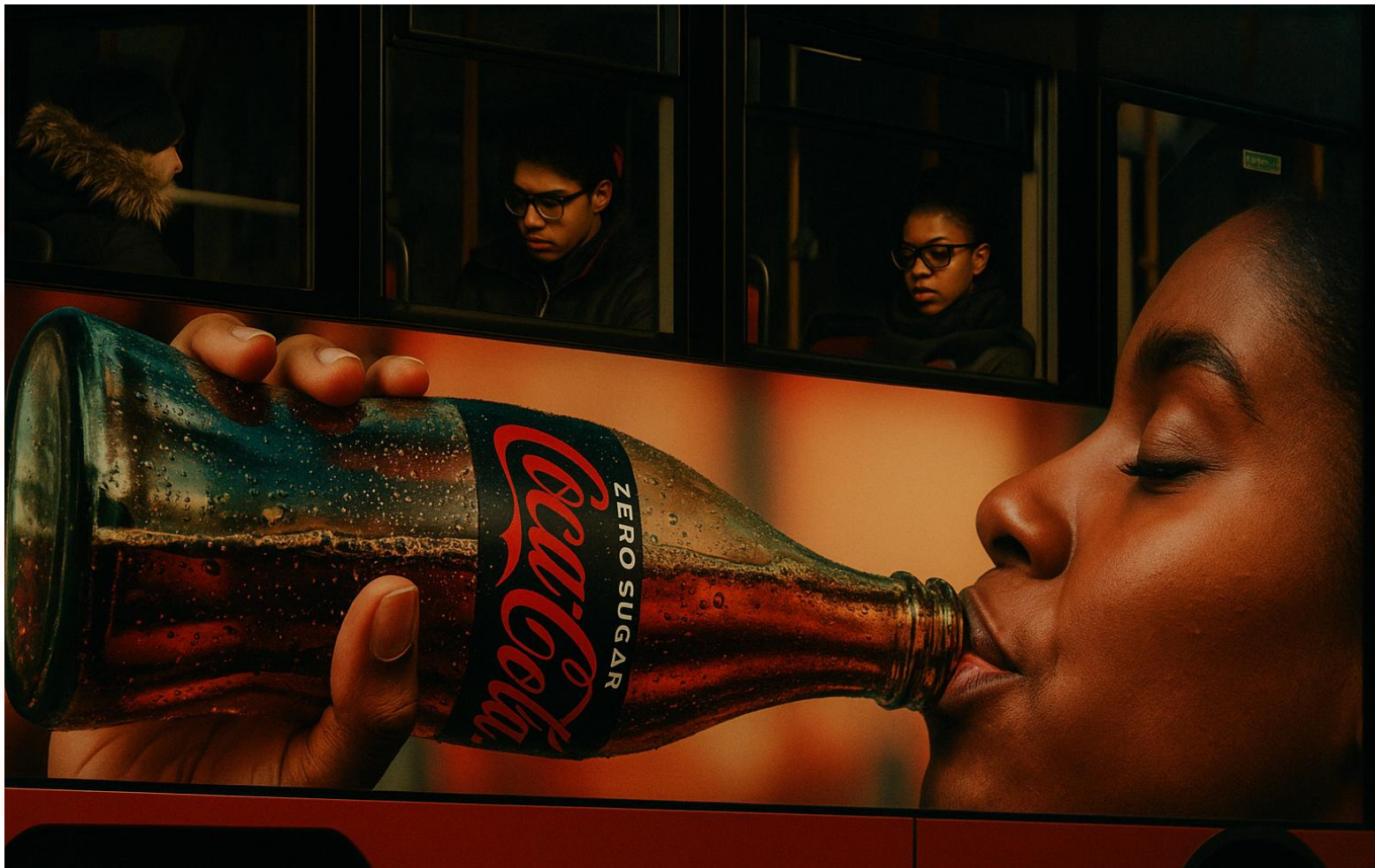
• satisfied

Listen and check.



Audio 6.7

1. What’s your favourite advertisement at the moment?
What's it for? Does it have a story? Is it funny?



2. Listen to the beginning of five radio ads and match each to an item in the chart. Write the number.



Audio 6.8

What’s advertised?		Company/Product name	Characters involved	Selling point
Washing powder	☐			
Batteries	☐			
New car with free insurance	☐			
Store opening hours	1			
Chocolate snack	☐			

Listen to the complete adverts and check, and complete the chart.



Audio 6.9

3. Listen again and answer the questions.



Audio 6.9

- How does the vicar try to speed up the wedding? What is he eager to do after the ceremony? Why might that not be necessary?
- Describe Sarah’s playshirt. What do you think she could be bringing into the house?
- Which river does the tour guide mention? What about the cathedral and the painting? Why could his comments be problematic?
- What is the man trying to ask Sue to do? Why does he keep correcting himself? Why isn’t it working?
- How old would you guess the father and daughter are? In what ways does the daughter tease her father?

Writing an ad

4. Optional. Write a radio or TV ad as a dialogue. Use a real or made-up product or service or use one of the following ideas.

- Bonzo dog food
- Blue Mountain Coffee
- Carlton bank accounts for students
- Dazzle washing-up liquid
- Carlo's Restaurant
- Scrumptious Chocolate

Read it to the class.

1. Match a line in **A** to a reply in **B**. Then listen and check.



A	B
1. OK. We have a lot to get through, so shall we get down to business?	a. No, sorry, that's a deal breaker for me. I can't budge on that.
2. Could I speak to someone who deals with refunds?	b. I'm afraid he's unavailable at the moment. Shall I ask him to call you back when he's Free?
3. Could you put me through to Conrad Jones, please?	c. OK, I'll just read that back to you. That's zero four one zero, one nine, five zero zero, six four.
4. Could you give me last month's sales figures?	d. Yes, that'll be Mr Soames. Who shall I say is calling?
5. What kind of price did you have in mind? I could offer £2,000.	e. I'm sorry to hear that. If you give me the details, I'll look into it and get back to you.
6. Is there any leeway on the July deadline?	f. Yes, could you just run through the relocation timetable again?
7. I'm afraid something's come up and I can't make our meeting on the 9th.	g. I'm afraid I don't know them off hand. Bear with me a moment while I look them up.
8. I'd like to make a complaint. The parts we ordered two weeks ago still haven't arrived.	h. Yes. The first thing on the agenda is our latest restructure.
9. If you have any questions, I'd be happy to answer them now. Patrick?	i. I was looking for £3,000, but I could meet you halfway and do £2,500.
10. Here's the invoice number you need. It's ... 041019 50064.	j. That's OK. Let's go for the following week. Is Wednesday the 13th good for you?

2. Hide the **B** lines and practice the dialogues. Then hide the **A** lines and repeat the activity.

3. Look at the invoice number in conversation **10**. How is it said in two different ways?

4. Practise saying these numbers.

- a. 375 1,250 13,692 23,806 150,000 5,378,212
- b. ½ ¾ ⅓ ¼ ⅔
- c. 3.142 0.05 4.3% 355 ml 10.5 m
- d. 11 Sept 2001 Feb 3 1980 22 Nov 1786 Aug 14 1902
- e. 12.00 p.m. 12.00 a.m. 14.05 22.30
- f. 0775 360722 0800 664733 0990 21 22 23
- g. 2 – 0 (football) 30 – 0 (tennis)

5. Listen and check.



No, Thursday's out. How about never – is never good for you?

Quantifiers

1. The following can be used before a noun.

some / any	a little / little	several
much / many	a few / few	all / no
each / every	both	enough
more / most	fewer / less	

With count nouns only	With uncount nouns only	With singular count nouns only
(not) many biscuits a few cars very few trees fewer books several answers	(not) much luck a little cheese very little experience less time	each boy every time with plural count nouns only both parents
With both count and uncount nouns		
some money some eggs (not) any water (not) any friends	more / most wine more / most people all / no work all / no children	enough food enough apples

2. Most of the quantifiers can be used without a noun.
No, all, every, and each cannot.

Have you got any money?	Not much/ a little/ enough.
Are there any eggs?	A few/not many.
Have some water.	I don't want any .
How many students came?	Very few.
Have some more coffee.	I've got some .
Did Joe or Alf go?	Both.

3. Most of the quantifiers can be used with *of + the /my /those, etc.+ noun*. *No* and *every* cannot.

They took **all of my money**.
Take **a few of these pills**.
Some of the people at the show started dancing.
Were **any of my relatives** at the party?
Very few of my friends smoke.
Not **much of the food** was left.
I've missed too **many of my Dutch lessons**.
I couldn't answer **several of the questions**.
I'll have **a little of the carrot cake**, please.
Both of my kids are clever.
I feel happy **most of the time**.
I've had **enough of your lies**.

Quantifiers

4. For *no* and *every*, we use *none* and *every one* or *all*.

None of the audience was listening.

All of the rooms were booked.

Note: When we use *none* with a plural noun or pronoun, the verb can be singular or plural. Grammatically, it should be singular, but people often use the plural when they speak.

None of my friends is coming.

None of my friends are coming.

some, any, somebody, anything

1. The basic rule is that *some* and its compounds are used in affirmative sentences, and *any* and its compounds in negatives and questions.

I need **some** help.

I need **somebody** to assist me.

Give me **something** for my back.

I don't need **any** shopping.

Is there **any** milk left?

Did **anyone** remember to buy sugar?

2. *Some* and its compounds are used in requests or invitations, or when we expect the answer 'yes'.

Have you got **some** money you could lend me?

Would you like **something** to drink?

Can we go **somewhere** quiet to discuss it?

3. *Any* and its compounds are used in affirmative sentences that have a negative meaning.

He **never** has **any** money.

You made **hardly any** mistakes.

I did it **without anyone** helping.

4. *Any* and its compounds are used to express It doesn't matter which/ who/ where.

Take **any option** you like. I don't mind.

Anyone will tell you 2 and 2 makes 4.

Sit **anywhere** you like.

I eat **anything**. I'm not picky.

nobody, no one, nowhere, nothing

1. These are more emphatic forms.

I saw **nobody** the whole week.
I've eaten **nothing** all day.

2. They can be used at the beginning of sentences.

No one was saved.
Nobody understands me.
Nowhere is safe any more.

much and many

1. *Much* and *many* are usually used in questions and negatives.

How **much** does it cost?
How **many** people came to the concert?
Is there **much** unemployment in your country?
I don't have **much** money.
You don't see **many** spiders in England.

2. We often find **much** and **many** in affirmative sentences after *so*, *as* and *too*.

He has **so much** money that he doesn't know what to do with it.
She's got nearly **as many** X followers as I have.
You make **too many** mistakes. Be careful.

a lot, lots of, a great deal of, a large number of, plenty of

1. In affirmative sentences, the following forms are found.
Spoken/informal

There'll be **plenty of food/people**. (uncount and count)
We've got **lots of time/followers**. (uncount and count)
I lost a lot of **my money/things**. (uncount and count)

Written/ more formal

A great deal of money was lost during the demonstration. (uncount)
A large number of strikes are caused by bad management. (count)
Many world leaders are quite incompetent. (count)
Much time is wasted in trivial pursuits. (uncount)

2. These forms are found without nouns.

'Have you got enough socks?' '**Lots.**'

'How many attendees were there?' '**A lot.**'

Don't worry about resources. We've got **plenty**.

little / few / less / fewer

1. *A little* and *a few* express a small amount or number in a positive way. Although there is only a little, it is probably enough.

Can you lend me **a little sugar**?

A few friends are coming round tonight.

2. *Little* and *few* express a small amount in a negative way.
There is not enough.

Very **few** people passed the test.

There's very **little** tea left.

Fewer is the comparative of few; less is the comparative of little.

Fewer people go to church these days. (= count noun)

I spend **less and less time** doing what I want to. (= uncount noun)

It is becoming more common to find **less** with a count noun. Many people think that this is incorrect and sounds terrible.

~~Less people go to church.~~

~~You should smoke less cigarettes.~~

all

1. We do not usually use **all** to mean *everybody/ everyone/ everything*.

Everybody had a good time.

Everything was ruined in the fire.

I said hello to **everyone**.

But if **all** is followed by a relative clause, it can mean everything.

All (that) I own is yours.

I spend **all** I earn.

This structure can express ideas such as *nothing more* or *only this*.

All I want is a place to sleep.

All I had was a couple of beers.

All that happened was that he pushed her a bit, and she fell over.

2. Before a noun with a determiner (for example the, my, this) both **all** and **all of** are possible.

You eat **all (of) the time**.

All (of) my friends are coming tonight.

Before a noun with no determiner, we use *all*.

All people are born equal.

3. With personal pronouns, we use *all of*.

All of you passed. Well done!

I don't need these books. You can have **all of them**.

