

StartUp 5

Conversation

Unit9 – Lesson2

Page105

What do you think they are talking about?



Have your Ss answer the question using the "whole-class" interaction pattern. Ask more questions to lead them to the topic of the conversation.

Play the video once and focus on the concept you have already taught.

WATCH AND CHECK YOUR ANSWERS.

WHAT DOES LETI WANT LAN'S ADVICE ABOUT?





Video source: StartUp5. Conversation. Unit9. Lesson2. Task A

Play the video for the Ss to check their answers. Time permitting, play the video again and have your Ss repeat the words.

ANSWER THE QUESTIONS.



1. What job does the company want Leti to do?
2. Why is she not happy with the company?
3. What is Lan's advice?

Video source: StartUp5. Conversation. Unit9. Lesson2. Task A

ANSWER THE QUESTIONS IN PAIRS.

Do you agree with the advice Lan gives Leti? Why or why not?



WATCH AND FILL IN THE GAPS.

Leti: They said I should put together a proposal—you know, with various options—and get back to them.

Lan: That's a lot of work. And you may not even get the job. You _____ all that.

Leti: Hmm. Maybe _____ .

Video source: StartUp5. Conversation. Unit9. Lesson2. Task A

LISTEN AND REPEAT.

Leti: They said I should put together a proposal—you know, with various options—and get back to them.

Lan: That's a lot of work. And you may not even get the job. You don't have to do all that.

Leti: Hmm. Maybe I'd better walk away.

Video source: StartUp5. Conversation. Unit9. Lesson2. Task A





Leti: They said I should put together a proposal—you know, with various options—and get back to them.

Teach the new functions and practice them with your Ss.



Lan: That's a lot of work. And you may not even get the job. You don't have to do all that.

Leti: Hmm. Maybe I'd better walk away.

Teach the new functions and practice them with your Ss.

ROLE-PLAY THE CONVERSATION.

Leti: They said I should put together a proposal—you know, with various options—and get back to them.

Lan: That's a lot of work. And you may not even get the job. You don't have to do all that.

Leti: Hmm. Maybe I'd better walk away.



Have your Ss read the conversation in class.

Give a couple of minutes to your Ss to think about the topic they intend to share. Provide adequate samples.

A THINK Choose a situation. What could you offer in this negotiation? Make notes.

1. You work at a car dealership. Your boss told you not to accept less than $8,000 for a car, but the buyer wants a lower price. Negotiate with the buyer.
2. Your uncle gave you an ugly picture. You feel like you need to put it on the wall so he won't be offended when he comes over. You need to convince your roommate.



Have your Ss share what they have prepared in their breakout rooms. Monitor the groups and prepare your FEEDBACK.



B ROLE PLAY With a partner, role-play the situations you chose. Explain what you have to, are supposed to, or had better do. Continue until you make a deal or walk away.

A: How much is this car?
B: It's $8,000.
A: I'll give you $7,000.
B: I'm sorry, I'm not supposed to reduce the price, but I can offer you a GPS system.

Homework

Provide the Ss with the audio link of the conversation. Highlight the page number of the script. Familiarize them with the concept of shadowing if necessary. Assign them to perform shadowing to the conversation.



Listen to the conversation using the link.

Perform shadowing by practicing the rhythm, intonation, and pace of the speakers.