leap 1

LISTENING AND SPEAKING

DR. KEN BEATTY

Pearson

GSE Global Scale of English

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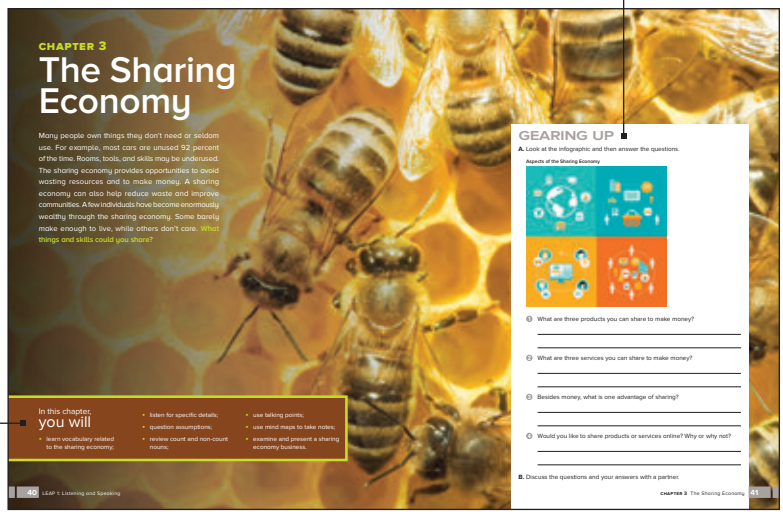
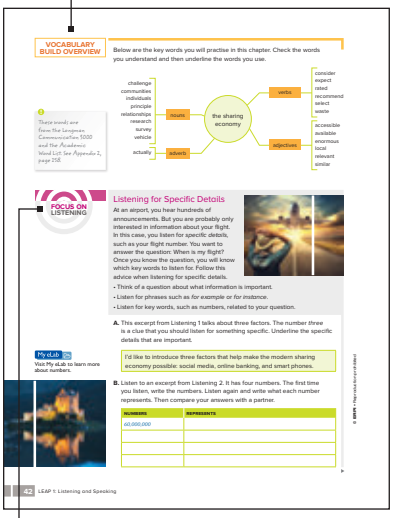
HIGHLIGHTS

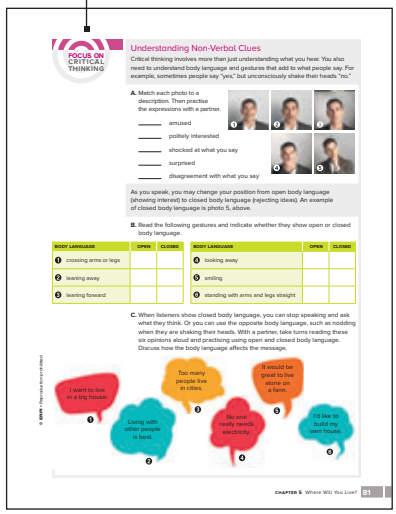
Gearing Up uses images to spark critical thinking, reflection, and discussion about the chapter topic.

The **overview** outlines the chapter objectives.



Vocabulary Build strengthens comprehension of key vocabulary words and reinforces them through tasks. Appendix 2 allows you to see how these words are rated in the Longman Communication 3000 and the Academic Word List.





Focus on Critical Thinking introduces you to strategies for thinking critically about what you hear and how to apply these strategies to listening and speaking tasks.

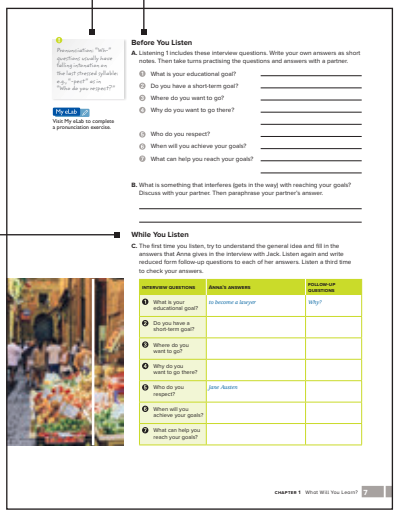
Before You Listen activities elicit your prior knowledge of a subject and stimulate interest.

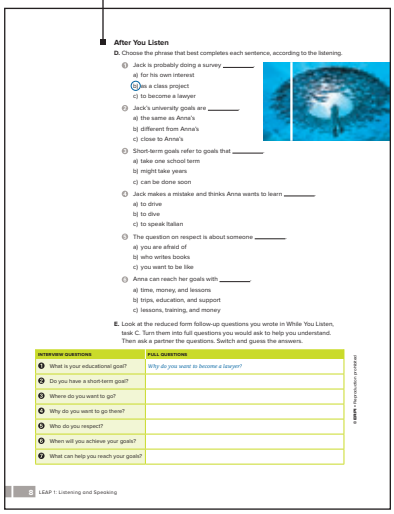
After You Listen activities give you an opportunity to reflect on personal or larger issues related to what you have heard.

Focus on Listening develops specific skills you need to fully understand the content and structure of lectures and discussions.

Each chapter has a **Pronunciation** sidebar that provides hints and tips. You can complete pronunciation exercises on My eLab.

While You Listen activities engage you in a variety of active listening strategies, including taking notes.





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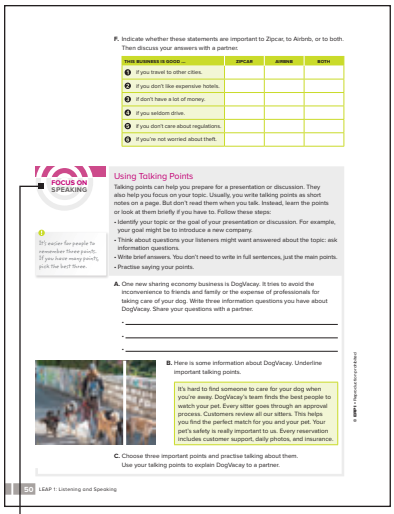
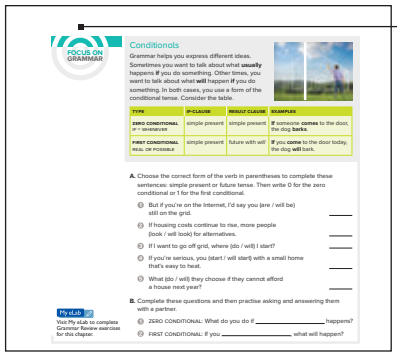


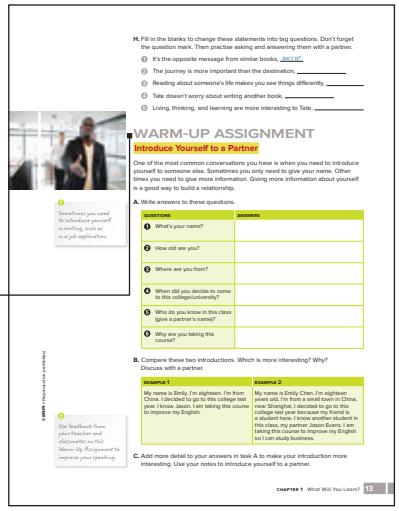
Focus on Speaking
develops the skills you need to effectively discuss issues, ask questions, and express opinions.



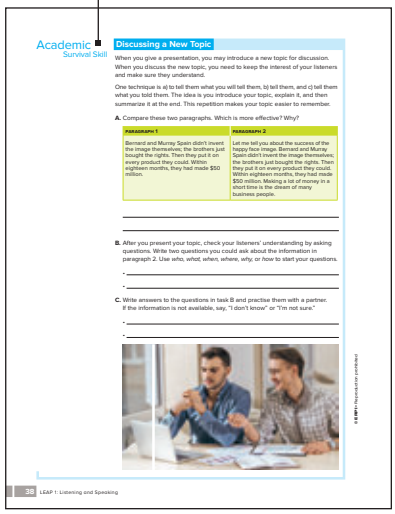
Focus on Grammar reviews important grammar features that you can apply in the warm-up and final assignments.

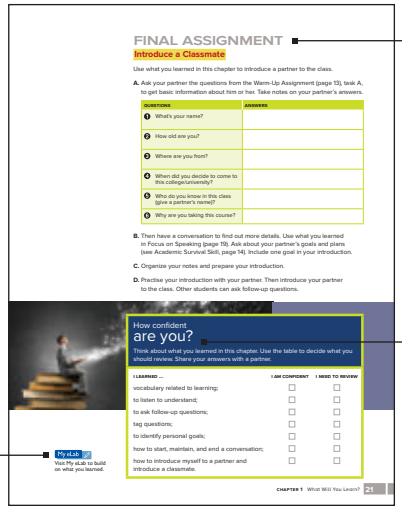
The **listenings**, including one video per chapter, come from various sources: debates, interviews, lectures, and podcasts.

Academic Survival Skill helps you develop essential skills for academic coursework.



The **Warm-Up Assignment** prepares you for the Final Assignment.





References to **My eLab** provide practice and additional content.

The **Final Assignment** synthesizes the chapter content and theme through a speaking task. Each chapter focuses on a different type of assignment.

How confident are you? allows you to reflect on your learning and decide what you need to review.

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SCOPE AND SEQUENCE

CHAPTER	LISTENING	CRITICAL THINKING	SPEAKING
CHAPTER 1 **WHAT WILL YOU LEARN?** SUBJECT AREAS: education, technology	• Listening to understand - Learn tips to help your understanding	• Asking follow-up questions - Use reduced-form questions	• Starting, maintaining, and ending a conversation • Pronunciation: Intonation in *wh-* questions
CHAPTER 2 **THE JOY OF INVENTING** SUBJECT AREAS: engineering, innovation	• Listening for main points - Identify key words and ideas	• Sketching what you hear - Understand things in new ways	• Using linking words • Pronunciation: Stress in nouns and verbs
CHAPTER 3 **THE SHARING ECONOMY** SUBJECT AREAS: business, economics	• Listening for specific details - Find information by listening for key words and phrases	• Questioning assumptions - Try to see potential problems	• Using talking points • Pronunciation: Dates, times and numbers
CHAPTER 4 **YOUR DREAM JOB** SUBJECT AREAS: economics, statistics	• Listening to compare - Listen for adjectives, comparatives, and superlatives	• Recognizing point of view - Listen for clues in the title and main points	• Disagreeing politely • Pronunciation: Emphasis on key words in a sentence
CHAPTER 5 **WHERE WILL YOU LIVE?** SUBJECT AREAS: architecture, sociology	• Listening for opinions - Identify key words to decide whether an opinion is supported by facts	• Understanding non-verbal clues - Use body language to enhance understanding	• Expressing an opinion • Pronunciation: Words ending in the letter *-s*
CHAPTER 6 **EARTH, YOUR HOME** SUBJECT AREAS: biology, history	• Listening to infer the meaning of words - Use the context to infer meaning of words	• Connecting new ideas to what you know - Make connections to familiar and unfamiliar ideas	• Giving instructions • Pronunciation: Two ways to pronounce *th-*
CHAPTER 7 **BE A PERFECT HUMAN** SUBJECT AREAS: genetics, medicine	• Listening for details about charts - Learn tips to help understand a chart	• Predicting to listen effectively - Identify the topic and think of questions as you listen	• Structuring a presentation • Pronunciation: Words with silent letters
CHAPTER 8 **THE SIXTH EXTINCTION** SUBJECT AREAS: geography, paleontology	• Listening for sequence - Identify key words and phrases	• Paraphrasing to understand - Learn strategies for paraphrasing in a conversation	• Making and responding to suggestions • Pronunciation: The *-ed* ending

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GRAMMAR	ACADEMIC SURVIVAL SKILL	ASSIGNMENTS	My eLab
• Tag questions	• Identifying personal goals - Plan how to get things done	• Introducing yourself to a partner • Introducing a classmate	• Online practice for each chapter: - More comprehension exercises for the listenings - Vocabulary review - Grammar practice - Speaking focus review - Pronunciation practice - Chapter test • Additional online listenings: - Extra listening with comprehension and critical thinking questions • Study resources in Documents including: - All audio and video clips from the coursebook - Irregular Verbs List
• Adverbs of frequency	• Discussing a new topic - Introduce your topic, explain it, and summarize it	• Explaining an invention to a partner • Discussing an invention with a partner	
• Count and non-count nouns	• Using mind maps to take notes - Record what you hear and read	• Examining a sharing economy business • Presenting a sharing economy business	
• Prepositions of time and place	• Working with a partner - Learn tips to work effectively	• Describing your dream job • Comparing two jobs	
• Conditionals (zero and first)	• Working in a group - Learn tips for working in groups	• Presenting your opinion • Discussing your opinion	
• Asking questions using modals	• Asking questions in a lecture - Learn tips on when and how to ask questions	• Preparing a set of instructions • Presenting and discussing instructions in a group	
• Present perfect tense	• Talking with graphic organizers - Learn strategies to use graphic organizers effectively	• Talking about a new habit • Discussing new habits in a group	
• Simple past and present perfect tenses	• Taking part in a panel discussion - Learn how to conduct a panel discussion	• Discussing an extinction event • Sharing ideas in a panel discussion	

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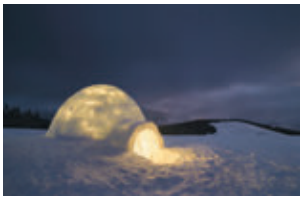

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CHAPTER 3

The Sharing Economy

Many people own things they don't need or seldom use. For example, most cars are unused 92 percent of the time. Rooms, tools, and skills may be underused. The sharing economy provides opportunities to avoid wasting resources and to make money. A sharing economy can also help reduce waste and improve communities. A few individuals have become enormously wealthy through the sharing economy. Some barely make enough to live, while others don't care. **What things and skills could you share?**

In this chapter, you will

- learn vocabulary related to the sharing economy;
- listen for specific details;
- question assumptions;
- review count and non-count nouns;
- use talking points;
- use mind maps to take notes;
- examine and present a sharing economy business.

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GEARING UP

A. Look at the infographic and then answer the questions.

Aspects of the Sharing Economy

1. What are three products you can share to make money?

2. What are three services you can share to make money?

3. Besides money, what is one advantage of sharing?

4. Would you like to share products or services online? Why or why not?

B. Discuss the questions and your answers with a partner.

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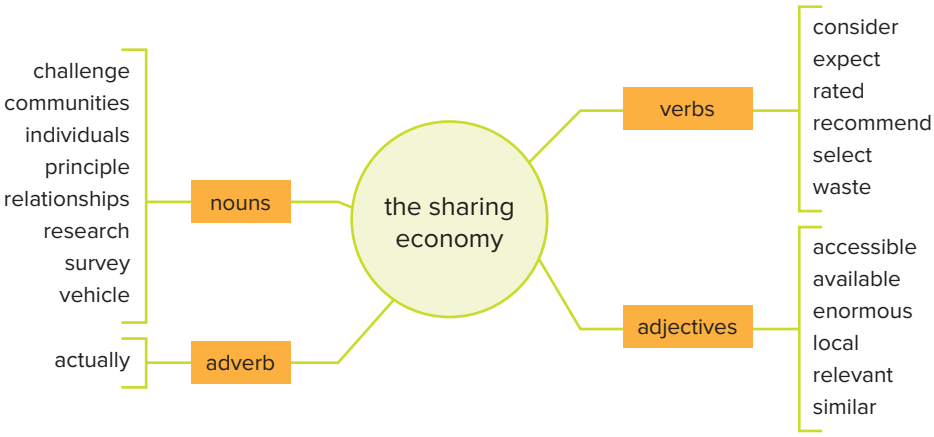
VOCABULARY BUILD OVERVIEW

Below are the key words you will practise in this chapter. Check the words you understand and then underline the words you use.



These words are from the Longman Communication 3000 and the Academic Word List. See Appendix 2, page 158.

FOCUS ON LISTENING

Listening for Specific Details

At an airport, you hear hundreds of announcements. But you are probably only interested in information about your flight. In this case, you listen for *specific details,* such as your flight number. You want to answer the question: When is my flight? Once you know the question, you will know which key words to listen for. Follow this advice when listening for specific details.

- Think of a question about what information is important.
- Listen for phrases such as *for example* or *for instance*.
- Listen for key words, such as numbers, related to your question.

A. This excerpt from Listening 1 talks about three factors. The number *three* is a clue that you should listen for something specific. Underline the specific details that are important.

> I'd like to introduce three factors that help make the modern sharing economy possible: social media, online banking, and smart phones.

My eLab

Visit My eLab to learn more about numbers.

B. Listen to an excerpt from Listening 2. It has four numbers. The first time you listen, write the numbers. Listen again and write what each number represents. Then compare your answers with a partner.

NUMBERS	REPRESENTS
60,000,000	

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C. The title of Listening 3 is "AskforTask CEO Interview." CEO stands for *Chief Executive Officer*. AskforTask is a service that connects people who have tasks to do with people who can help. Write *wh-* questions to get specific information about the app. Practise your questions with a partner.

1. Who *is the CEO?* _____
2. What _____
3. When *was the service invented?* _____
4. Where _____
5. Why *was it invented?* _____
6. How _____

FOCUS ON CRITICAL THINKING

Questioning Assumptions

An assumption is something you take as true without proof. When you listen, identify and question your assumptions and try to see the potential problems or flaws in them. Consider this excerpt from Listening 1.

> Fifth, is that the sharing economy builds stronger communities. Sophie may find she's good at painting apartments. She decides to use borrowed tools to help other people paint their apartments. She may trade her painting services, trading apartment painting for a farmer's fruit and vegetables. In doing so, she meets and gets to know people with similar interests.

The idea is that Sophie helps build stronger communities by trading services for goods. The assumption is that this is practical (easy to do) and good (benefits everyone). But if you question these two assumptions you may see some problems.

A. Read each problem with the sharing economy and indicate whether this means it is not practical for Sophie or not good for the community. Discuss with a partner.

PROBLEMS	NOT PRACTICAL FOR SOPHIE	NOT GOOD FOR THE COMMUNITY
1 Sophie and the farmer need to spend a lot of time to organize a trade.		
2 Sophie and the farmer may not pay taxes when they trade so there is less money for things like public schools.		
3 The farmer only grows corn; Sophie can't use hundreds of dollars worth of corn.		
4 Sophie and the farmer don't build a relationship because, after the job is done, they have no reason to meet.		

B. Think of one other topic that you assume is true: for example, *recycling is good*. Discuss your assumption with a partner and try to identify potential problems, such as recycling might be costly and ineffective.

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LISTENING 1

Conditions and Benefits of the Modern Sharing Economy

Three factors make the modern sharing economy possible: social media, online banking, and smart phones. In Listening 1, Dr. Amy Chow explains how these work together. She also talks about five benefits. Are you part of the sharing economy?

VOCABULARY BUILD

In the following exercises, explore key words from Listening 1.

A. Match each word to its synonym. Use a dictionary to look up those you don't know.

WORDS		SYNONYMS
1 accessible (adj.)	_____	a) connections
2 consider (v.)	_____	b) available
3 relationships (n.)	_____	c) think about
4 relevant (adj.)	_____	d) important

Vocabulary Tip: When you learn new words, learn their synonyms as well.

B. Fill in the blanks with the correct words to complete the paragraph.

communities consider individuals similar

We need to _____ people who live in _____ outside of cities. They may not have access to online banking or _____ services. These _____ probably did not have smart phones a few decades ago and used mail for most messages. But they now want to bank and shop online.

C. What do the words in bold mean to you? Complete the sentences.

1. What do you **consider** to be your best quality?

   My best quality is _____

2. What is something you and your friends do that is **similar**?

   Something similar we do _____

3. What is a **community** you belong to?

   One community I belong to _____

4. What is your most **relevant** subject in college?

   My most relevant subject is _____

Before You Listen

A. What do you know about social media, online banking, and smart phones? Do you use them all? How do you use them? Discuss with a partner.

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B. Read this excerpt from Listening 1. Underline specific details about what you can share. Highlight specific details about things you can do.

> Let's start with social media. As I'm sure you know, social media is all about sharing. You likely share information in the form of text, pictures, video, and so on. To paraphrase Murthy, writing in 2013, social media refers to relatively inexpensive and widely accessible digital tools. He says they allow individuals to publish and access information. Users can also collaborate on common causes and build relationships.

While You Listen

C. The first time you listen, try to understand the general idea. The second time, listen for specific details and fill in the missing information in the tables. Listen a third time to check the details.

FACTORS	SPECIFIC DETAILS	
	NAMES OF COMPANIES	WHAT THE COMPANIES DO
SOCIAL MEDIA	*eBay*	*connects customers with relevant products and services*
ONLINE BANKING		*ships goods internationally / trust you will be paid*
SMART PHONES	Uber	

BENEFITS	SPECIFIC DETAILS	
	EXAMPLES	EXPLANATIONS
❶ save money	*doesn't buy things she doesn't need*	*some things you need only once*
❷ access goods		
❸ sustainability		*save raw materials*
❹ independence	*doing jobs on her own*	
❺ build communities	*bartering*	

After You Listen

D. These points are about the first part of Dr. Chow's talk, before the five key benefits. Number them in the correct order to form a summary.

_____ The modern sharing economy has three factors: social media, online banking, smart phones.

_____ In 1995, eBay offered online auctions and shopping.

_____ Social media refers to inexpensive and accessible digital tools.

_____ Online payment systems let you know you will be paid.

_____ Search tools make it easy to find what you need.

_____ Social media includes sharing text, pictures, and video.

_____ Smart phones are used to locate nearby Uber drivers.

_____ This model of the sharing economy was not possible twenty years ago.

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E. Connect the phrases to summarize the second part of Listening 1 on the five benefits.

SUMMARY		
❶ People who share pay less ...	_____	a) you don't have to store things.
❷ You can save money if you don't ...	_____	b) save money by not hiring people.
❸ Sharing also saves space because ...	_____	c) than when they buy things.
❹ Sharing means less production and ...	_____	d) people sharing and working together.
❺ By doing things on your own, you ...	_____	e) the use of fewer raw materials.
❻ Communities are built by ...	_____	f) have to repair things.

F. Read the following assumptions. Question each assumption. Write notes and then discuss with a partner.

ASSUMPTIONS	QUESTIONS
❶ Buying and selling on eBay is easy for everyone.	
❷ PayPal makes people trust online banking.	
❸ Getting a ride with Uber benefits everyone.	

FOCUS ON GRAMMAR

Count and Non-Count Nouns

Some nouns can be counted and some cannot. Count nouns are things like *bottles*. Non-count nouns are things like *water*. When you listen, knowing if something is a count noun or a non-count noun helps you better understand the topic. Besides learning common count and non-count nouns, you can also spot them in these ways:

- Count nouns are often paired with the articles *a* or *an*: **a** laptop, **an** elephant.
- Count nouns use *many* to express quantity: I have **many** books.
- Non-count nouns do not have a plural form.
- Non-count nouns use *much* to express quantity: There is too **much** rain today.

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A. Indicate whether the words in bold are count or non-count nouns.

SENTENCES	COUNT	NON-COUNT
❶ Maybe Airbnb hurts the hotel **industry**.		
❷ Are you hearing any bad **news** about this?		
❸ She wanted to have some **fun**.		
❹ Use my apartment for a short **vacation**.		
❺ Hosts earn extra **money**.		
❻ You get a **code** and use the car for a short trip.		
❼ There are many **alternatives** to Craigslist.		
❽ Craigslist is getting a lot of **traffic**.		

B. Complete these sentences. Choose the word in parentheses that best describes the count or non-count noun.

1. The bus ticket didn't cost (many / much) money.
2. She has (many / much) friends at school.
3. I don't drink (many / much) coffee anymore.
4. How (many / much) people will come to the meeting?
5. Were (many / much) computers free at the lab?
6. I'm sorry, but I don't have (many / much) time.
7. How (much / many) things in your home do you use less than once a month?
8. Let's see how (much / many) time we have.

My eLab

Visit My eLab to complete Grammar Review exercises for this chapter.

LISTENING ❷

Two Case Studies: Zipcar and Airbnb

Two sharing economy success stories are Zipcar (a car rental business) and Airbnb (a home rental business). Zipcar shares its own cars. Airbnb's website connects guests to people's spare rooms, apartments, or houses. The two business models have social media in common. Why would you rent a Zipcar or an Airbnb room rather than getting a car from a traditional car rental business or renting a hotel room?

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VOCABULARY BUILD

In the following exercises, explore key words from Listening 2.

A. Fill in the blanks with the correct words to complete the sentences.

principle	survey	vehicle	waste

1. A bank may use a _____ to see if customers are satisfied.
2. Don't _____ things by buying more than you need.
3. The most important _____ of social media is sharing.
4. The only _____ she owns is a big truck.

B. Match each word to its definition.

WORDS		DEFINITIONS
1 available (adj.)	_____	a) investigation into something
2 enormous (adj.)	_____	b) not busy with something else
3 research (n.)	_____	c) very large in size

C. What do the words in bold mean to you? Complete the sentences.

1. When are you usually **available** to meet friends?

   I'm usually available _____

2. What kind of **vehicle** would you like to drive?

   I'd like to drive _____

3. What product **research** would you do before buying something expensive?

   I'd research _____

4. What is something you sometimes **waste**?

   I sometimes waste _____

Before You Listen

A. Read this excerpt on how Airbnb began. What makes the last sentence of the paragraph so surprising? Discuss with a partner.

> In 2008, two friends invited three travellers to stay with them as an informal bed and breakfast, or B and B. There were no extra beds, so the friends gave them air mattresses. It started a billion dollar business.

B. Write three assumptions about Airbnb. For example, you may think it's a good way to make money. Discuss your assumptions in a group.

- _____
- _____
- _____

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While You Listen

C. The first time you listen, try to understand the general idea. The second time, listen for numbers and write them in order. You will hear percentages, dates, and sums of money.

1. *80 percent*
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. *US $*
11. *72 percent*

Pronunciation: Listen carefully to numbers. Dates and times can be pronounced in different ways.

My eLab

Visit My eLab to complete a pronunciation exercise.

D. Listen again for specific details. Fill in the blanks to complete the statements.

1. People who use Zipcars are less likely to _____ an old car or to _____ a new one.
2. Zipcars led to 33,000 _____ vehicles on the road.
3. _____ began in 2008.
4. In 2015, Airbnb was in 57,000 _____ in 192 _____.
5. Hosts earn extra money: an average of US $7,000 a _____.
6. In New York, 72 percent of hosts use the money to pay for their own _____.

After You Listen

E. Connect the phrases to summarize the first part of Listening 2.

SUMMARY		
1 We buy things ...	_____	a) will reduce wasting.
2 Research shows that most people use 80 percent of the things ...	_____	b) to organize bicycle sharing.
3 It might be hard ...	_____	c) 20 percent delayed buying a new one.
4 People think a sharing economy ...	_____	d) often dropped off at different locations.
5 Statistical data about people using shared goods and services ...	_____	e) in their homes less than once a month.
6 Zipcars are booked online for short trips and ...	_____	f) and make the world greener.
7 Twenty percent of Zipcar users sold a vehicle and ...	_____	g) we don't need.
8 Sharing can reduce production and consumption ...	_____	h) looks encouraging.

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F. Indicate whether these statements are important to Zipcar, to Airbnb, or to both. Then discuss your answers with a partner.

THIS BUSINESS IS GOOD ...	ZIPCAR	AIRBNB	BOTH
1 if you travel to other cities.			
2 if you don't like expensive hotels.			
3 if don't have a lot of money.			
4 if you seldom drive.			
5 if you don't care about regulations.			
6 if you're not worried about theft.			

FOCUS ON SPEAKING

Using Talking Points

Talking points can help you prepare for a presentation or discussion. They also help you focus on your topic. Usually, you write talking points as short notes on a page. But don't read them when you talk. Instead, learn the points or look at them briefly if you have to. Follow these steps:

- Identify your topic or the goal of your presentation or discussion. For example, your goal might be to introduce a new company.
- Think about questions your listeners might want answered about the topic: ask information questions.
- Write brief answers. You don't need to write in full sentences, just the main points.
- Practise saying your points.

It's easier for people to remember three points. If you have many points, pick the best three.

A. One new sharing economy business is DogVacay. It tries to avoid the inconvenience to friends and family or the expense of professionals for taking care of your dog. Write three information questions you have about DogVacay. Share your questions with a partner.

- _____
- _____
- _____

B. Here is some information about DogVacay. Underline important talking points.

> It's hard to find someone to care for your dog when you're away. DogVacay's team finds the best people to watch your pet. Every sitter goes through an approval process. Customers review all our sitters. This helps you find the perfect match for you and your pet. Your pet's safety is really important to us. Every reservation includes customer support, daily photos, and insurance.

C. Choose three important points and practise talking about them. Use your talking points to explain DogVacay to a partner.

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WARM-UP ASSIGNMENT

Examine a Sharing Economy Business

In this Warm-Up Assignment, you will choose a sharing economy business and learn more about it. Then you will describe the business to a partner.

A. Choose the sharing economy business you want to talk about. It could be one of the following or another one that you use.

- ☐ Craigslist (sells used goods)
- ☐ Gobble (delivers dinner)
- ☐ Kickstarter (funds projects)
- ☐ Lyft (shares cars)
- ☐ Skillshare (teaches skills)
- ☐ Smarter Parking (finds parking places)
- ☐ The Clothing Exchange (trades clothing)
- ☐ Other _____

B. Answer these questions about the business you chose. Look up answers on the Internet to questions you don't know.

QUESTIONS	ANSWERS
1 What does the business do?	
2 Who started the business?	
3 When did the business start?	
4 Where is the business located?	
5 Why is the business' product or service important?	
6 How does the business work?	

Use feedback from your teacher and classmates on this Warm-Up Assignment to improve your speaking.

C. Add more information to your answers to make them more interesting. Try to use count and non-count nouns in your description of the business' product or service. (See Focus on Grammar, page 46.)

D. Use your answers to describe your sharing economy business to a partner. Ask for feedback on what you could do better.

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Academic
Survival Skill

Using Mind Maps to Take Notes

Mind maps are based on the way you think. They are a useful note-taking tool. Mind maps can help you record what you hear and read.

A. Read this paragraph about the sharing economy. Highlight the main point and then underline specific details that are important to understanding the topic. (The blue text relates to task B.)

The Sharing Economy

For thousands of years, individuals have bartered—or traded—goods and services, without using money. In modern Morocco, bartering is still common. A farmer grows wheat and takes it to a mill to have it ground into flour. The miller takes a tenth as payment. The miller trades flour to get fish and meat. Before the invention of money, this was the main way people got goods and services.

Start with the title.

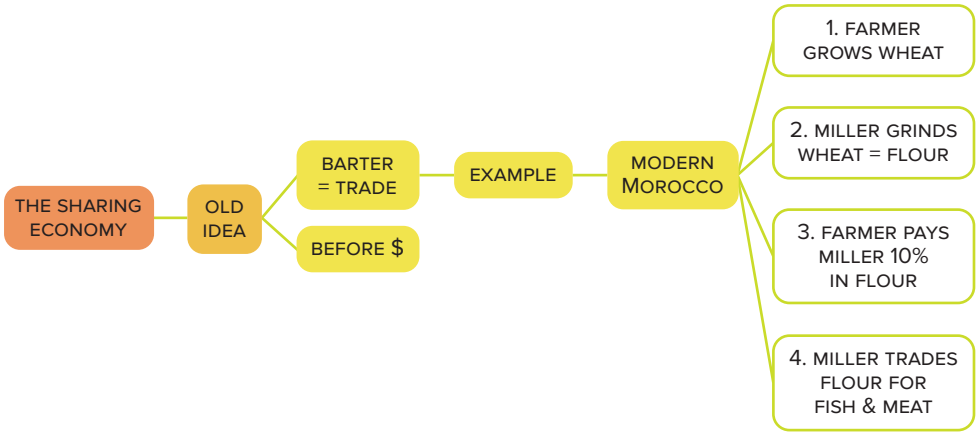
The opening sentence says it's an "old idea."

"Bartered" means "traded"; show this with an equal sign (=),

Use a separate bubble for each step.

Simplify the examples.
- Shorten "a tenth" to "10%"
- Use the dollar symbol ($) for "money."

B. A mind map for the above paragraph might look like this. Use the blue text in task A to help you decide what has been left out. Discuss with a partner.



Mind maps have other names, such as "word maps." But a mind map can also include symbols and pictures.

Use colours to help separate ideas.

C. Speed up your note taking and simplify your mind map by using the following symbols. Add one more symbol and its meaning to the last row.

SYMBOLS	MEANINGS	SYMBOLS	MEANINGS
!	important or surprising	#	number
=	equal	&	and
+	plus or and	>	more than
–	minus or take away	<	less than
@	at		

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LISTENING 3

AskforTask CEO Interview

Some accidents lead to good things. Muneeb Mushtaq's mother had a problem in her kitchen that led Mushtaq to search for a plumber—someone who installs and repairs water pipes and fixtures. It was not a happy experience, but there was no way for Mushtaq to complain. It made him look for a new way to deal with small tasks.

VOCABULARY BUILD

In the following exercises, explore key words from Listening 3.

A. Fill in the blanks with the correct words to complete the paragraph.

challenge	expect	local	recommend	select

You never _____ an accident to happen but, when one does, it can be a _____. For example, my car stopped working. I needed to find someone _____ to fix it but didn't want to _____ someone I didn't know. I asked a few friends if they could _____ someone. They gave me a name of a mechanic and she came and took care of my problem. Now we're friends!

B. Read the sentences. Then write the part of speech (adjective, adverb, noun, or verb) and the definition of the words in bold. Look up words you don't know in a dictionary.

SENTENCES	PARTS OF SPEECH	DEFINITIONS
1 I wasn't sure, but he's **actually** delivering the package today.	*adverb*	*in fact, or really*
2 When you face a **challenge** you get stronger when you meet it.		
3 We like the **local** grocery store because it's more convenient.		
4 My book club **rated** the twelve novels and chose our favourite one.		

C. What do the words in bold mean to you? Complete the sentences.

1 What do you **expect** to do this weekend?

I expect to _____

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2. What is one big **challenge** in your life?

   One challenge is _____

   _____

3. Which movie would you **recommend** to a friend?

   I would recommend _____

4. Which **local** food do you like to eat?

   I like to eat _____

5. How do you **select** the books you read?

   I usually _____

   _____

My eLab

Visit My eLab to complete Vocabulary Review exercises for this chapter.

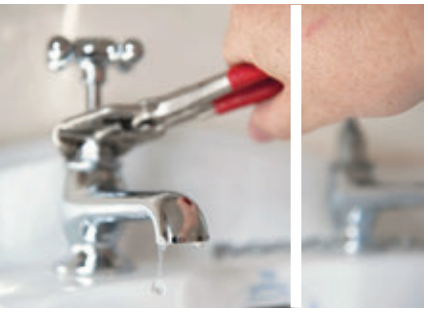
Before You Listen

A. Look at the photo. Write three small jobs in your home that you would like someone to help you with.

- _____
- _____
- _____

B. In Listening 3, Muneeb Mushtaq talks about how he came up with the idea for AskforTask, a service to find help for your small tasks. But people do not always talk in complete sentences and it can be difficult to listen for specific details. Read this paragraph and focus on the specific details. Then match the questions to the answers in the table that follows.

> Almost two years ago, my mom was washing dishes in the kitchen and broke the faucet. She asked me to find a plumber. On Craigslist I saw listings for plumbers but not prices or reviews. I chose one plumber. The plumber cost three times as what I thought and did a poor job. I wanted to leave a review but couldn't. I didn't want anyone else to go through that, so we created a platform that was more local and trustworthy.



QUESTIONS		ANSWERS
1. What was the problem that Mushtaq's mother faced?	_____	a) He looked for a plumber on Craigslist.
2. How did Mushtaq try to solve the problem?	_____	b) He charged too much and didn't do a good job.
3. Why was he unhappy with Craigslist?	_____	c) Her kitchen faucet broke.
4. Why was he unhappy with the plumber?	_____	d) It is more local and trustworthy.
5. What is different about Mushtaq's platform (online service)?	_____	e) He couldn't find prices or reviews.

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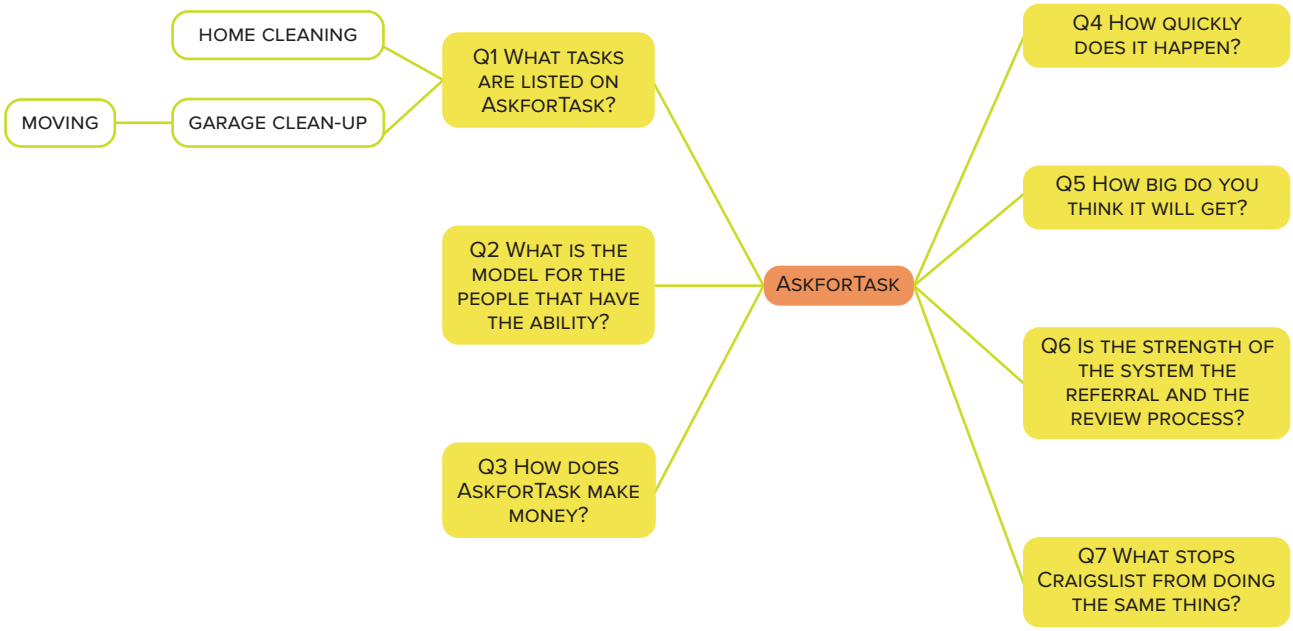
C. Here is a mind map that summarizes some of the questions in Listening 3. There are answers to the first question. Read the questions with a partner and write any answers you can guess on a separate page.



While You Listen

D. The first time you listen, try to understand the general idea. Before you listen a second time, read the questions. Then listen for details and take notes. Listen a third time to check your notes and add any details you might have missed.

QUESTIONS	ANSWERS
❶ What tasks are listed on AskforTask?	*home cleaning* *garage clean-up* *moving*
❷ What is the model for the people that have the ability?	taskers create profiles taskers list _____ and special interests
❸ How does AskforTask make money?	
❹ How quickly does it happen?	
❺ How big do you think it will get?	not answered, but there are thirty-five _____ Canadians
❻ Is the strength of the system the referral and the review process?	
❼ What stops Craigslist from doing the same thing?	

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After You Listen

E. Compare the answers you and your partner wrote in Before You Listen, task C. Were some answers the same as in Listening 3? Discuss what you would change with a partner.

F. Write answers to these information questions. Then discuss with a partner.

QUESTIONS	ANSWERS
❶ Who is Muneeb Mushtaq?	*Muneeb Mushtaq is the founder and CEO of AskforTask.*
❷ What does AskforTask do?	
❸ When did Mushtaq start AskforTask?	
❹ Where does AskforTask operate?	
❺ Why do people use AskforTask?	
❻ How do taskers (people who do the tasks) start working for AskforTask?	

FINAL ASSIGNMENT

Present a Sharing Economy Business

Use what you learned in this chapter to present your sharing economy business and answer questions about it.

A. Begin with your answers on the sharing economy business you chose in the Warm-Up Assignment (page 51). Turn your answers into talking points (see Focus on Speaking, page 50). Follow the structure in the table below.

STRUCTURE	TALKING POINTS
[name of the business] makes/ helps/connects ...	
The business was started by ...	
The business was started in ...	

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STRUCTURE	TALKING POINTS
The business is located at ...	
The business' [product / service] is important because ...	
The business ...	

B. Based on the feedback you received, consider how you can improve your presentation.

C. Plan your presentation. Think of questions you might be asked and prepare answers.

D. Present your sharing economy business to a small group. Then answer questions that your classmates ask you.

E. While you listen to other students' presentations, take notes using the Academic Survival Skill mind map technique (page 52). Think of questions to ask.

F. Reflect on your presentation. Were you able to answer questions? What could you do better next time?

How confident are you?

Think about what you learned in this chapter. Use the table to decide what you should review. Share your answers with a partner.

I LEARNED ...	I AM CONFIDENT	I NEED TO REVIEW
vocabulary related to the sharing economy;	☐	☐
to listen for specific details;	☐	☐
to question assumptions;	☐	☐
about count and non-count nouns;	☐	☐
to use talking points;	☐	☐
to use mind maps to take notes;	☐	☐
to examine and present a sharing economy business.	☐	☐

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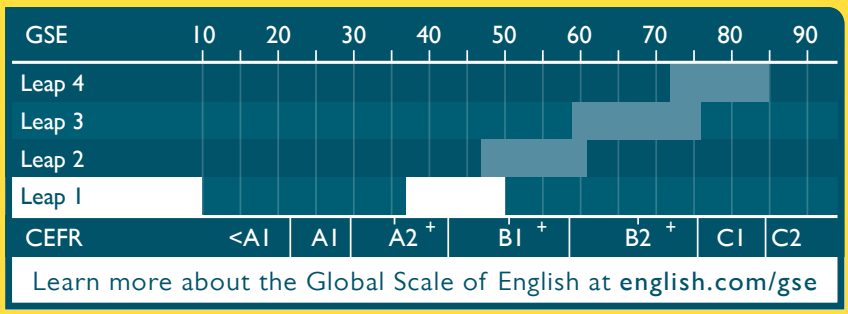
Dr. Ken Beatty, TESOL Professor at Anaheim University, has 18 years of international experience teaching English for Academic Purposes. He is the author of 71 books for Pearson, ranging from Penguin readers and skills series to a graduate level textbook on computer-assisted language learning, based on his doctoral work.



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