

### Communicative worksheet

#### *Negotiating*

**1** Ask students to look at the pictures on the story worksheet. Ask:

*What sort of people might buy these houses?*

*Why are they so expensive?*

*Would you like to live there? Why? / Why not?*

*Who are the two people in the pictures?*

Elicit ideas and help with the vocabulary (*representative, estate agent, haunted house*). Establish that the estate agent is trying to sell one of the houses to a representative of a famous, rich Hollywood director.

**2** Divide the class into pairs. Hand out the Student cards. Ask students to match the sentence halves. Tell them that these are the expressions they saw in section 12d of the Student's Book (page 148). Students check answers in pairs and practise saying the expressions.

#### **Answers**

*Student A*

1 b 2 d 3 c 4 e 5 a

*Student B*

1 c 2 b 3 e 4 d 5 a

**3** Ask pairs to decide which role they are going to play. One student is a Hollywood director's representative and the other

student is an estate agent. Tell them to prepare expressions that they could use in their conversation. Tell the 'representatives' that their aim is to negotiate and bring the sale price down.

With a strong class, ask students to improvise the conversation in pairs.

With a weaker class, ask students to work in pairs to prepare and write a conversation before acting out.

**4** Ask some pairs to act out their improvised or prepared conversation for the class. To create a task for the class, write the following questions on the board and ask students to listen and find the answers:

*1 What are the director's requirements for the house?*

*2 What is the final price that the director's representative agrees to pay?*

#### **5 Personalise**

Ask students to describe the last time they rented or bought a house or flat and what issues they had.

#### **6 Writing**

Ask students to write an advertisement for one of the houses on the story worksheet.