***New Headway Upper-Intermediate***

**Metaphors and idioms – the body (p. 85)**

Ex. 2. The phrases in *italics* are metaphors. Rephrase them.

**KEY**

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| 1. I’d offer to help, but I’ve *got my hands full* right now.  2. *Give me a hand* to move this sofa. It’s so heavy.  3. She’s so clever. She’s *heading for* great things in life.  4. But she’s not at all *big-headed*.  5. My daughter has *a* very *good head* for business.  6. She shouts a lot, but really she’s got *a heart of gold.*  7. We had a *heart-to-heart*, and things are clearer now.  8. My parents wanted me to be a lawyer, but *my heart wasn’t in it*. Now I’m a journalist. | 1. I’d offer to help, but **I’m busy** right now.  2. **Help me** to move this sofa. It’s so heavy.  3. She’s so clever. She’s **likely to achieve** great things in life.  4. But she’s not at all **arrogant**.  5. My daughter has **the right mental skills / a natural ability** for business.  6. She shouts a lot, but really she’s **a very kind and generous person.**  7. We had **a sincere and honest talk**, and things are clearer now.  8. My parents wanted me to be a lawyer, but **I** **wasn’t interested or enthusiastic about it**. Now I’m a journalist. |

Ex.3. Complete the sentences with one of these expressions**: (p. 85)**

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| putting on a brave face on its last legs a sharp tongue  goes to their head pulling your leg finding my feet |

* *put on a brave face* – to pretend that you are happy when you are really upset
* *on its last legs* (informal) – old or in bad condition, and likely to stop working soon
* *a sharp tongue* – if you have a sharp tongue, you often talk in a way that shows you are angry
* *go to sb’s head* (informal) – if success goes to someone’s head, it makes them feel more important than they really are
* *pull sb’s leg* – to tell someone something that is not true, as a joke
* *find your feet* – to become confident in a new situation, especially one that is difficult at first

**KEY**

**↓**

1. My car’s done over 200,000 kilometres. It’s ON ITS LAST LEGS now. I’ll have to buy a new one.
2. With so many celebrities, success GOES TO THEIR HEAD and they start to believe they’re really special.
3. She’s being very courageous and PUTTING ON A BRAVE FACE, but I know she’s in a lot of pain.
4. I’m in my first term at uni, and it’s all a bit strange, but I’m slowly FINDING MY FEET.
5. ‘Sue says some really cruel things’.

‘Yes, she’s got A SHARP TONGUE’.

1. ‘Did you really tell Sue I don’t like her?’

‘No, of course not. I’m just PULLING YOUR LEG.’

*Reading Comprehension*

Read the article about A&C Exports, a small company which has done well as a result of improving its language skills. Decide if these sentences are true **(T)** or false **(F)**, supporting your answers with information from the text.

KEY

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1. A&C managed to sell potatoes to Italy. **T**
2. A&C wasn’t happy with using an interpreter. **T**
3. A&C thinks that cultural differences are unimportant. **F**
4. One person was at the centre of the changes. **T**
5. Karen was already a fluent Italian speaker. **F**
6. Customers laughed when she first tried to communicate in Italian. **F**
7. Karen’s work has affected staff at all levels in the company. **T**

Trying to export potatoes to the land of pasta would seem crazy to some people, yet one small company was successful after it had taught its staff to speak foreign languages.

A&C Exports has seen its annual export sales rise by 40% since it improved its foreign language skills. When the company first targeted Italy it used an interpreter, but this was very frustrating. A middleman, however fluent, can’t hope to establish relationships in the way a committed member of the company can. A&C also takes great care to respond to the cultural requirements of its customers, for example by choosing the right colour for packaging. This approach has doubled sales to Germany.

Karen Burdett, a language specialist who joined A&C eighteen months ago, is the key to the firm’s export success. When Burdett was appointed, she spoke Spanish and French fluently, but her knowledge of Italian was limited. In the four weeks before she took up her new post, she set about improving it. She listened to Italian while she was driving, cooking, dusting, and sleeping. She watched Italian videos. She read newspapers, magazines, pizza packets, shampoo bottles, and jars of pasta sauce.

Her reward came with her first phone call to Italy. ‘I explained that I was learning their language, and asked our clients to be patient with me if I made mistakes. Far from being critical, they were delighted, and from then on a strong relationship was established’, she says.

Burdett is teaching Spanish to senior staff, and she says she’s going to have a working knowledge of German by Christmas. More importantly, staff at all levels can now handle simple telephone enquiries in French, Spanish, and Italian. Now they are all quite confident that export sales will continue to rise.

**\****middleman* (n) – someone who buys things in order to sell them to someone else, or who helps to arrange business deals for other people

* List ways you could improve your English.
* Compare your list with the suggestions below. Tick **(√)** the suggestions that you think are practical. Put a cross **(ⅹ)** by the ones you think are impossible or impractical.
* Subscribe to a magazine like *Business Week* or *The Economist*.
* Read the business news in newspapers like the *New York Times* and the *Financial Times*.
* Listen to BBC World Service. Watch CNN or Sky news on satellite TV.
* Socialize with foreign colleagues or visitors.
* Listen to British and American singers and bands.
* Go to the cinema to see films in the original language.
* Join online discussion groups or chat rooms.
* Read popular novels written in English.
* Buy a grammar practice book for learners of business English.
* Get a good monolingual dictionary (with explanations in English).