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Unit

1

You Say, I Say



Overview

In this unit you will learn:

- how to introduce yourself in different situations
- how to have a conversation with someone new and make a good first impression
- how to talk with people from different countries
- how to continue a conversation after greeting
- how to choose proper topics in a conversation

Warming up



1.1

Scan the QR code on the left to watch *Introduction (1.1)* by Glenn Davis and figure out what we are going to learn in this unit. Then work in groups of three and familiarize yourself with your new group members.

For example

S1: Hi, my name is Chen Ming. What's your name?

S2: My name is Xu Tao. Nice to meet you.

(Turn to S3) And what's your name?

S3: My name is Song Jian. I'm from Beijing. Where do you two come from?

S1: I'm from Hong Kong.

S2: I come from Tianjin.

...



Vocabulary in Use

A Scan the QR codes on the right to watch *Text: Greeting in Different Cultures (1.2)* and *Useful Words and Expressions (1.3)*. Read aloud the following text after Thomas and pay special attention to the words and phrases in bold.

Learning a foreign language is usually tough, but knowing the basic greetings is a **polite** and simple thing to do. It shows that you have an interest in the culture. Each country has its own customs and ways of saying hello. For example, British people like me greet each other by talking about the weather, while in China they will say *Ni chi le ma*. The most common form of greetings in many countries when you are introduced to a new friend is a handshake. But shaking hands is rare in Japan. The Japanese greet each other with a short bow and not returning someone's bow is considered very **rude**. The degree of the bow is directly related to the difference in **status** between the two individuals. Greetings between friends are just a nod of the head, while a low-ranking worker should greet a superior with a long and deep bow.

Also, a great **first impression** can be important, and once made, it's very difficult to change. To make a good impression, you need to act as if you are meeting a good friend. This is a pretty good starting point for developing a good relationship.

In daily life, we also need to be careful about first meetings. For example, someone may phone you to ask for your **personal information**. You need to be cautious, because they may ask you for this in order to steal your email address, your money, your credit, or your identity.

So, it is important to learn the **proper** way to greet people and make a good first impression. It is equally important to be careful in giving strangers your personal information.



1.2



1.3

- B** Listen to the text again and fill in the blanks with words and phrases you heard. You may check the meanings of these new expressions in a dictionary afterward.

Learning a foreign language is usually 1) _____, but knowing the basic greetings is a polite and simple thing to do. It shows that you have an interest in the culture. Each country has its own customs and ways of saying hello. For example, British people like me greet each other by talking about the 2) _____, while in China they will say *Ni chi le ma*. The most common form of greetings in many countries when you are introduced to a new friend is a(n) 3) _____. But shaking hands is rare in Japan. The Japanese greet each other with a short bow and not returning someone's bow is considered very rude. The degree of the bow is directly 4) _____ the difference in status between the two individuals. Greetings between friends are just a nod of the head, while a low-ranking worker should greet a(n) 5) _____ with a long and deep bow.

Also, a great first impression can be important, and once made, it's very difficult to change. To 6) _____, you need to act as if you are meeting a good friend. This is a pretty good 7) _____ for developing a good relationship.

In daily life, we also need to be careful about first meetings. For example, someone may phone you to ask for your personal information. You need to be 8) _____, because they may ask you for this in order to steal your email address, your money, your credit, or your 9) _____.

So, it is important to learn the proper way to greet people and make a good first impression. It is 10) _____ important to be careful in giving strangers your personal information.

C Complete the following sentences with words and phrases from tasks A & B. Change the form where necessary.

- 1 That is not a(n) _____ subject to bring up in a conversation at the dinner table.
- 2 The government must provide _____ opportunities in education and employment for everyone regardless of gender, age or race.
- 3 If you drive with anything less than extreme _____, you're risking your life.
- 4 He is very timid and always behaves respectfully toward his _____.
- 5 I didn't get much of a(n) _____ of the place because it was dark when we drove through it.
- 6 The goal of education is not wealth or _____, but personal development.
- 7 The _____ of the boy who had been missing was verified by the clothes he was wearing.
- 8 He welcomed me with a wide smile and a warm _____.
- 9 Tom said he liked what she had made for dinner, but in fact he was only being _____.
- 10 Because tennis is a very _____ sport, only a few outstanding players can succeed after years of hard work.



Listening & Speaking

I. Greeting



1.4

Scan the QR code on the left to watch video 1.4 and finish the following tasks.

Listening

Listen to the conversation between Christine, Katherine and Kevin, and fill in the blanks with words and expressions you heard.

Katherine: Good morning.

Christine: Good morning. 1) _____?

Katherine: Can't you tell? I just got my hair 2) _____.

Christine: It 3) _____ great.

...

Christine: Hey, 4) _____?

Kevin: Oh, hey guys. Sorry, I just finished two 5) _____ and I'm on my way to a meeting now.

Christine: OK. Busy as ever. 6) _____.

Kevin: See you.



Speaking

In the video, we see greetings and introductions made between friends both old and new. Now watch the video again and imagine that your best friend is coming to visit you this weekend. How will you introduce him or her to your classmates? Work in groups of three or four and do a role-play.

For example

- Christine:** Hey, Kevin. I'd like to introduce you to my friend Kate. Kate, this is Kevin. Kevin, this is Kate.
- Katherine:** Nice to meet you.
- Kevin:** Glad to meet you too. Christine has told me so much about you.
- Christine:** Kate, I just love her. We have been friends since childhood. We grew up together.
- Katherine:** We seriously spent all of our time together. We were in all the same classes, on all the same sports teams. And when we weren't together then, I was at her house.
- Kevin:** Oh, sounds like you guys have a lot in common.
- Christine:** Absolutely. You know, my mom loves Kate as much as I do. And she was always welcome at our house. She came over for sleepovers every weekend, and came over for dinner regularly, and we did homework together. She came home on the same bus with me.
- Kevin:** No wonder you guys are such close friends if you were raised like sisters.
- Christine:** Absolutely.
- ...

Useful expressions

Greeting

- **friends:** Hey, what's up?
Hey, what are you doing after class today?
How is it going?
What's new?
- **someone you haven't seen for a while:**
Hi, welcome back. So nice to see you again.
- **someone new:** Excuse me, are you new here?
Nice / Glad to meet you.

Making introductions

- I'd like to introduce you to my friend ...
- I'm an exchange student from ...
- My name is ... You can call me ...
- I'm from ...

Farewell

- It's been a pleasure meeting you.
- See you later. / See you.



II. First Impression



1.5

Scan the QR code on the left to watch video 1.5 and finish the following tasks.

Listening

Listen to the conversation between Fabian and Zhang Yunling, and fill in the blanks with words and expressions you heard.

Fabian: So, 1) _____, are you?

Zhang Yunling: Yes, I just came here this week.

Fabian: I'm Fabian Beltran. I'm from Colombia.

Zhang Yunling: I'm Yunling from China.

Fabian: 2) _____.

Zhang Yunling: Nice to meet you, too.

...

Fabian: Great music!

Zhang Yunling: Yes, I really like 3) _____.

Fabian: So do I. Lately I've been listening to Taylor Swift.

Zhang Yunling: Wow, she is also my 4) _____.

...

Fabian: Have you ever taken a class with Mr. Li before?


Zhang Yunling: No, I haven't, but I heard he is a good teacher.

Fabian: I had him for math last year. He is very 5) _____, but he is very friendly.

Zhang Yunling: Really? I'm going to take his class 6) _____.

Speaking

Watch the video again. Do you think Fabian and Zhang Yunling followed the advice on making good first impressions given in the video? Why or why not? Then work in groups of four or five and develop a checklist for yourselves to make a good first impression in an interview for a part-time job in the English summer camp. You may take the following aspects into consideration.

-  **Appearance:** dress, hair, make-up, general skincare, ...
- Conversational skills:** small talks, proper topics, eye contact, ...
- Body language:** gestures, facial expressions, posture, ...
- Attitude:** punctuality, confidence, positiveness, ...



Tips

Making a good first impression in a conversation

- Always try to remember people's names and repeatedly mention their names through the conversation.
- When answering a question, try to elaborate as much as possible.
- Try to find some common ground (topics you both are familiar with or can relate to).
- Topics good for opening a conversation may include: movies, travelling, weather, work, education / school life, hobbies, etc.
- Topics should be avoided in a first conversation include: politics, religion, controversial topics, personal information (age, salary, marital status, etc.).



III. Personal Information



1.6

Scan the QR code on the left to watch video 1.6 and finish the following tasks.

Listening

Listen to Joyce and her students' self-introduction and decide whether the following statements are true (T) or false (F).

- ___ 1 Joyce is the head of the English Department at the University of North Georgia, Canada.
- ___ 2 Shu Lina's major is international affairs with an Asian connection.
- ___ 3 Mark Bonville comes from Fort Bragg, South Carolina.
- ___ 4 Bi Feiyu likes country music and his favorite singer is Mariah Carey.

- ___ 5 Meredith Rouner likes painting and drawing the most.
- ___ 6 Ryan comes from Norway and he has an elder sister.
- ___ 7 Thomas studies international politics in the university.
- ___ 8 All these students have a pet in their families.

Speaking

After thorough preparation, you are now being interviewed by the chairman of the English summer camp to see whether you are an ideal candidate for the part-time position. How will you introduce yourself to him or her? Work in pairs and do the role-play. You may use the conversation between Jason and Owen in the video as an example. The personal information sheet shown below may also be helpful.

Name: Jason

Address: Room 221, Building 12-4,
Tsinghua University,
Haidian, Beijing, 100084
China

Tel : 185xxxxxxx

Email: Jason.fn@mail.tsinghua.edu.cn

Home country / Hometown: the United States

Family members: parents, an elder sister and a younger brother

Education: majoring in hydraulic engineering in University of Florida
an exchange student in Tsinghua University

Qualifications: good language skills

...

Hobbies: music (Backstreet Boys is my favorite.)

reading novels (especially American literature)

Useful expressions

Greeting

- Good morning! – Morning!
- How are you doing today? – Not bad. / The same as always.
- What's up? – So far so good.
- How is everything? – I'm doing fine. / Couldn't be better!
- How is it going? – Pretty good, thanks.

Making detailed introduction

- I'm head of the English Department at the University of ... in ...
- I'm a student at the University of ...
- I'm a teacher from ...
- My major is ... / My brother is a ... major.
- I have a twin sister and three dogs.

Describing your hobbies

- I enjoy playing sports like ...
- I like ... a lot / the most.
- During the winter, I just like to ...
- Usually on the weekends, I ... with my friends.
- In my free time, I play ...
- My favorite singer / type of music is ...
- I'm also really awesome at ...
- Most of my hobbies involve ...

Asking for further information

- Would you mind giving me your phone number, please?
- What qualifications do you have?
- Why do you think you would be a good candidate to be for ...?
- We need a form of identification to register the room. Can I have your name please?
- Do you have any hobbies or interests?

Answers to questions for further information

- My mobile number is ... Keep in touch!
- One of the reasons I came here was to ...

Farewell

- Pleased to meet you.
- It's been great meeting you.

Conversational Skills

Imagine that it's your first day in the English summer camp. How will you make introductions politely when you meet someone new from other countries? Scan the QR code on the right to watch *Office Hour (1.8)* and read through the following tips carefully. Then practice in pairs.



Tips ↓

- Useful expressions for self-introduction when you meet someone new may include: *Hello, everyone. My name is ... You can call me ... I'm from ... I'm a student in ... My major is ... I like ... There are ... people in my family.*
- To keep the conversation going on smoothly, you can talk about some general topics such as family and hobbies after simple greeting.
- Ask *Can I call you ...?* if you don't know how to address someone new from other cultures.
- In a conversation with someone new, private topics such as age and income cannot be mentioned or hinted.
- When you meet someone on the street, it's kind of strange to call each other by name. Most of the time you just say *Hello*. If you want to make new friends, however, you do need to know their names and also some other information.
- For some young adults in China, *Qin* is a cyber-word short for *Qin'aide*. Be careful when talking with people not your age, as they may be unfamiliar with new terms like this.



Cultural Focus



1.7

Scan the QR code on the left to watch *Cultural Focus: Meeting Someone New (1.7)*. Then work in pairs and discuss the following questions.

- When meeting a foreigner who has first name, middle name and last name, how should you call him or her?
- What should you do if you are not sure what you should call someone?
- What should you talk about when meeting someone new?
- What is the most important thing to make a pleasant conversation with someone new from other countries?
- What kinds of information do people from different cultural backgrounds usually give when introducing themselves?

Tips

- If you meet someone new with first name, middle name and last name, call him or her by *Mr. / Mrs. / Ms. + last name*.
- When you are not sure what you should call someone, ask *How should I call you?* first.
- In some countries, it's rude to ask about people's age, their weight, their marital status, and their income. You'd better talk about sports, movies, TV series, books, news, weekend or holiday plans, etc.
- Actually, in a casual greeting, you do not need to go into detail. Just respond briefly, as no one expects to have a long conversation with you while greeting in the morning.
- The most important thing for an intercultural conversation is to be friendly.
- People from various backgrounds introduce themselves with a variety of information, for example, their names, hobbies, pets, families, where they are from, etc.



Critical Thinking

There's a well-told adage (名言) that you get only one chance to make a first impression. From personal relationships to business meetings, we're taught that people form opinions of us in a few moments, and that we should be ready to show our best at all times. Therefore, we usually put a great amount of energy into helping ourselves form good first impressions. Funny enough, there's also quite a bit of discussion around avoiding our propensity (倾向) to make snap judgments. Think of the other familiar adage about first impressions that you should never judge a book by its cover. Or consider the scores of HR programs that teach professionals not to pre-judge people based on race, gender, or age.

How important is your first impression really? Are first impressions worth the time and energy we put into cultivating them? Or are they wildly limiting, and something we should teach people to avoid? Work in groups of four or five and discuss the questions just mentioned. You may also want to share your opinions in our online discussion section.



Learning Log



1.9

Scan the QR code on the left to watch *Summary (1.9)* by Glenn Davis and check what you have learned in this unit.

From this unit we've learned:

- words and expressions useful for greeting in daily life
- how to greet someone and make introductions properly
- cultural points essential to meeting and chatting with friends from other countries
- skills for communicating with friends both old and new, home and abroad
- the importance and limitation of first impressions

