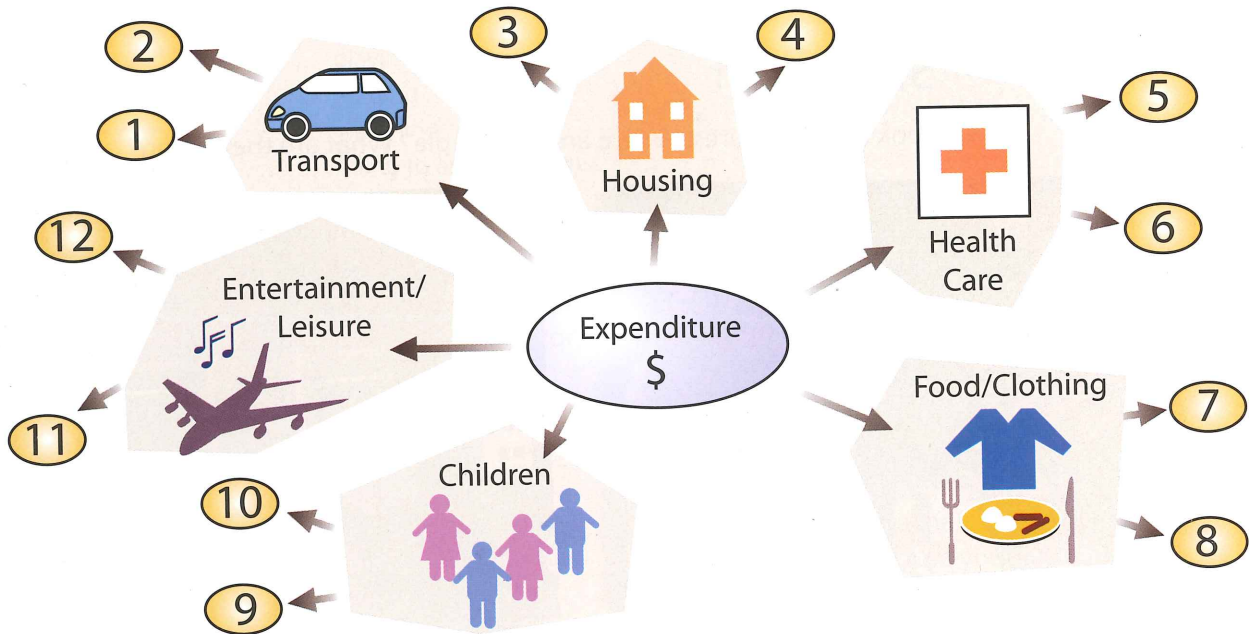


Listening 1

A Look at the chart showing the main sources of household expenditure. Place the items in the list below in the correct categories (1–12) in the chart. Write your answers in the blanks.



- | | | | | | |
|-------------------|-------|------------------|-------|-----------------------|-------|
| footwear | ..... | utility bills | ..... | allowance | ..... |
| vehicle insurance | ..... | tolls | ..... | club membership | ..... |
| school tuition | ..... | medical coverage | ..... | prescription medicine | ..... |
| mortgage | ..... | groceries | ..... | concert tickets | ..... |

B Listen to four short conversations (1–4) in which the speakers are discussing expenditures. Which of the six main spending categories in the chart are they talking about?

1 transport 2 3 4

C Now listen again and write down the vocabulary related to personal finance.

! TOEIC Tip

Being familiar with common abbreviations will help you to identify the context of a question. ATM, for example, is an abbreviation of Automated Teller Machine.

CEO	Chief executive officer	MBA	Master of Business Administration
IT	Information technology	R&D	Research and development
MPH/KPH	Miles/Kilometers per hour	asap	as soon as possible
PC	Personal computer	Inc.	Incorporated
PR	Public relations	i.e.	*id est – that is
HR	Human Resources	e.g.	*exempli gratia – for example

* the full forms of these abbreviations are not normally used

Grammar Check 1

Talking about trends

A Read the short text and list five verbs in the text that refer to upward movement and downward movement.

Microfinance

According to the United Nations, one way to lower poverty levels is by supporting the development of microfinance. Microfinance enables village people in developing countries to borrow small amounts of money from Microfinance Institutions (MFI's) in order to set up small community businesses. In theory, microenterprises of this type allow their founders to

increase their income, which in turn raises consumption and the general standard of living in the community. The number of MFI's has grown steadily from a handful twenty years ago to more than 7000 today. They are now contributing actively to the UN's objective of reducing the number of people living on less than \$2 a day by 50% before 2015.

upward ↑

- 1 *increase*
- 2
- 3

downward ↓

- 1
- 2

In which list would you include the following verbs?

- | | | | |
|----------------|------------|---------------|---------------|
| go up | fall | rise | go down |
| decrease | drop | decline | |

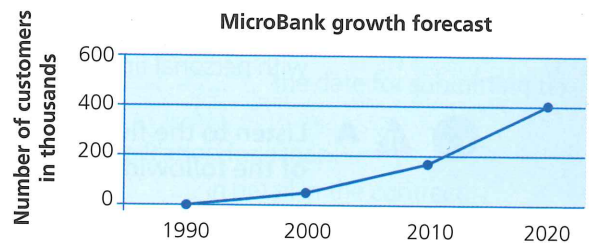
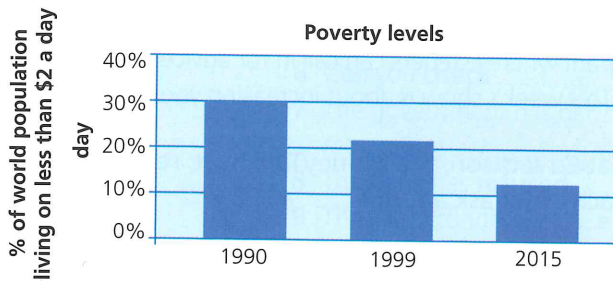
B The words *increase* and *decrease* can be used as nouns or verbs. Which of the other verbs in the two lists have noun forms and what are they?

C Find the prepositions in the text that:

- 1 situate the beginning and the end of a trend or period
- 2 give precise information about the extent of a change

see page 134 in the Grammar Reference section

D Look at the following bar chart and graph. What trends do they illustrate?



ACTIVE PRACTICE

Draw a simple chart/graph using the models in exercise D. Decide what your graph will represent (consumption – prices – employment – sales). Dictate the information in your chart/graph to another student.

V E Complete the following letter from the president of the MicroLoan Bank with the appropriate words.

¹ *Reducing* global poverty is undoubtedly one of the greatest challenges that we face today. Although the proportion of those living in poverty ² by as much as 5% ³ 1987 ³ 2000, the number of people who still live on less than two dollars a day continues to ⁴ in many parts of the world. By ⁵ international trade and investment we can certainly alleviate some of this suffering. However, at the MicroLoan Bank we have always believed that it is only by empowering people, by enabling them to ⁶ their own standards of living, that we will ultimately prevail over poverty. Over the last ten years our bank's network ⁷ significantly and today serves more than 100,000 clients in developing countries around the globe. The United Nations

millennium development target is to cut the number of people living in absolute poverty ⁸ 50% between now and the year 2015 – in simple terms that will mean achieving a ⁹ of one billion in the number of poor people over the next few years. However daunting that challenge may seem, it is my belief, and that of all the staff and volunteers here at the MicroLoan Bank, that we can and will succeed. The condition for that success is quite simple: individuals and businesses must ¹⁰ their commitment and support for this most fundamental cause.

Louise Bremner

PRESIDENT MICROLOAN BANK

! TOEIC Tip

Watch out for the different words that can refer to numbers or amounts!

- | | | |
|-----------------------|--|--------------|
| a dozen = 12 | half a dozen = 6 | a score = 20 |
| zero = 0 | “oh” = 0 | double = x 2 |
| Fractions/percentages | one half = 50%, one third = 33%, one quarter = 25%,
one fifth = 20%, etc. | |
| Decimals | one point five = 1.5 | |
| Multiple units | a pair, a couple, a trio, a quartet, duplicate, triplicate | |
| Periods of time | a quarter = 3 months, a decade = ten years
a century = 100 years | |
| Frequency | once twice | |

Listening 2

MoneyTalk is a weekly radio program where listeners can call in for advice on how to deal with personal finance problems. This week's show is about increasing your income.

A Listen to the five calls (A–E) that Ed Jackson, the MoneyTalk host, receives. Which of the following topics does each caller ask about?

- | | | | |
|--------------------|--------------|----------------------|-------|
| 1 the stock market | D..... | 4 selling a property | ..... |
| 2 inheritance | ..... | 5 pay | ..... |
| 3 retirement | ..... |  |  |

B Listen again and note down the words related to income.