

EXERCISES

Exercise 1. Translate into English

1. Наше основное требование - предварительная оплата.
2. Вы считаете наши цены вполне приемлемыми?
3. Мы рассчитываем на долгосрочные отношения.
4. В какой валюте Вы бы могли произвести оплату?

Exercise 2. Complete the dialogue

A. Let's discuss the commercial side of our transaction. We were inclined to consider the prices today.

B. Вы находите их вполне приемлемыми, не так ли?

A. К сожалению, нет. По сравнению ценами Ваших конкурентов они на 10% выше.

B. I'm afraid I can't agree with you.

A. На каком основании Вы просите скидку?

B. Your price must depend on the amount of the contract.

A. Если Вы увеличите свой заказ до ... фунтов, мы сможем дать Вам 2% скидку

B. It is better but we expected at least a 4 % discount.

Exercise 3. Read the text and make up 5 questions according to the content

English banknotes

The banknotes in the UK have a portrait of Queen Elizabeth II on the front and a famous historical person on the back. Read on to find out more... The five-pound note, or fiver, is blue and green in color and has a portrait of Elizabeth Fry on the back. Fry made her name by improving living conditions for women in European prisons. The main illustration on the note shows her reading to female prisoners in Newgate Prison.

The ten-pound note, or tanner, is orange in color. It was first issued in 1759. Since 2000, Victorian naturalist, Charles Darwin, who developed the theory of evolution, has been on the back of the note. You can also see Darwin's ship the HMS Beagle as well as various flowers and animals he came across on his travels, in particular the humming bird. The twenty-pound note is purple and up until very recently, it had a picture of British composer, Sir Edward Elgar, on the back. The new twenty-pound note shows Adam Smith, one of the fathers of modern day economics. The fifty-pound note is red and has a picture of Sir John Houblon on the back. Houblon was the first governor of the Bank of England. This note also shows an image of Houblon's house in Thread needle Street, London which is the site of the bank's present day building.

Exercise 4. Match the words and their definitions

1. barter	A. hard objects found on beaches
2. cattle	B. weighing a lot
3. shell	C. the unit of money used in most European Union countries
4. mixture	D. to exchange things
5. heavy	E. the money used in a particular country
6. currency	F. cows and bulls
7. euro	G. change the form, character, or function of something.
8. convert	H. several different things together

Exercise 5 Read the text and answer the questions.

English Banknotes and Coins .

The official currency of the United Kingdom is the pound sterling which is equal to one hundred pence. The British do not use the Euro. Although a few of the big shops will accept Euro, it is rarely used across Britain. 5 English banknotes are issued by the Bank of England. As to coins they are minted also by this state bank. The following coins are in circulation: one penny, two pence, five pence, ten

pence, 20 pence, 50 pence, 1 pound, and 2 pounds. The singular of pence is "penny". The symbol for the penny is "p"; hence an amount such as 50p is often pronounced "fifty pee" rather than "fifty pence". There are banknotes of the following denominations: £5, £10, £20, £50 and £100. On the face of English banknotes one can read the denomination given both in figures and in words. The inscription on the face of the banknote reads: I promise to pay the bearer on demand the sum of... And then there are two signatures. The first signature is that of the person authorized by the Government and the Bank of England. The second signature is that of the Chief Cashier. The back of English banknotes, like many other banknotes, feature portraits of different famous people. The current £5 note features Elizabeth Fry, who made her name fighting for improved living conditions for women in Europe .

1. What is the official currency of the U.K.?
2. What is the smallest unit?
3. How many pence are there in one pound?
4. What banknotes and coins are in circulation in the U.K. now?
5. What famous people are featured on the back of various English banknotes?

The Money Quiz

Are you a saver or a spender? This quiz is designed to find out how you manage your money!

1. You are out shopping with one of your mates and you see an expensive pair of trainers that you really want but can't afford. Do you...
 - a. You want them now so you ask your parents to lend you the money so you can buy them now and hopefully they won't ask for the money back.
 - b. You want them now so you ask your parents to lend you the money and agree that you will pay them back a set amount each week.
 - c. You already have some money put away and you will save up for a couple of weeks to get the rest. When you have enough money you will go and buy them. 38
2. You get 30 000 Rub for your birthday. Do you...
 - a. Hit the shops straight away and spend it all.
 - b. Spend some of it and save some of it.
 - c. Put all of it in your bank/building society account until you know what you want to spend it on.
3. Do you always know how much money you have, how much money you have spent and what on?
 - a. No I haven't got a clue. When I get some money I tend to just spend it.
 - b. Yes, I've got a fair idea about what I spend my money on.
 - c. Yes. I keep myself organized and keep track of my spending
- . 4. You've borrowed some money from a friend and don't think that you will be able to pay it back by the time you said you would. Do you...
 - a. Not worry about it. Hopefully your friend will forget about it.
 - b. Speak to your friend and explain the situation telling them that you will pay them back but it might take a bit longer than you first thought.
 - c. Sit down and work out how much money you have and how much you owe. Speak to your friend and explain the situation telling them that you still intend to pay them back and suggest that you could maybe repay them in smaller installments rather than one big lump.

5. Your parents have suggested that you have a look at opening a bank account so you can start to save and earn some interest on your money. Do you...

a. Ignore the advice - money is for spending not for saving.

b. Have a think about it. You know it's a good idea and intend to do something about it - but not straight away

. c. Start doing some research and have a look at the different types of bank accounts available so you make sure that you choose the right bank account for you

. 6. You have a friend who is always borrowing money off you and never paying it back. This friend asks to borrow 300 Rub to go to the cinema. Do you...

a. Lend them the money. You can afford it and it doesn't matter if you get it back.

b. Lend them the money but explain it is the last time until they have paid some back.

c. Say no.

RESULTS

You answered mostly A's: You could probably do with a bit of support to help you to manage your finances better. Why not speak to your parent, or an organised friend and ask them to show you what's what. This will help you to make your money go further and stop you getting into debt.

You answered mostly B's: You have a good understanding of managing your money but sometimes you need to be a bit more organized. Try setting yourself a weekly or monthly budget and sticking to it. You will then know how much money you have, what you spend it on and how much you can save.

You answered mostly C's: Congratulations – It sounds like you really know what you are doing when it comes down to managing your money. You know how important to track money.

UNIT 3 LESSON 8

Export import of the UK

USEFUL PHRASES AND SENTENCES

Import

verb: импортировать, ввозить

noun: импорт, ввоз

adjective: импортный

Export

verb: экспортировать, вывозить, вывезти

noun: экспорт, вывоз, предмет вывоза, общая сумма вывоза, общее количество вывоза

adjective: экспортный, вывозной

The import or export of some goods may be restricted or forbidden.

Ввоз или вывоз некоторых товаров может быть ограничен или запрещен.

In particular, high transport costs feed into import and export prices.- В

частности, из-за высоких транспортных издержек увеличиваются импортные и экспортные цены

Certain food grains may need license for export or import.- На вывоз из страны или ввоз в страну некоторых видов зерна может требоваться лицензия.

Waybill-накладная

Freight-груз

Bill of lading-коносаментная накладная

C.&f.: стоимость и фрахт

C.i.f.-стоимость, страховка и фрахт

Cargo-груз

Certificate of origin-сертификат происхождения груза

Customs-таможня

Declare-декларировать

Delivery-поставка

Consignmentконсигнация, груз, партия товаров

Consignment note транспортная накладная

Profit-прибыль

To derive a profit-извлекать прибыль

To produce a profit-давать прибыль

Profit and loss account-счет прибылей и убытков

EXERCISES

Exercise 1. Read the text and answer the questions

What is International (Import-Export) Trade?

International trade (import-export) is about economic transactions between the foreign countries. This is the field of exchanging products such as capital, goods and services between the foreign countries.

When Honduras exports bananas to Switzerland, they can use the money they earn to import Swiss chocolate — or to pay for Kuwaiti oil or a vacation in Hawaii. The basic idea of international trade and investment is simple: each country produces goods or services that can be either consumed at home or exported to other countries. The main difference between domestic trade and international trade is the use of foreign currencies to pay for the goods and services crossing international borders. Although global trades often added up in U.S. dollars, the trading itself involves various currencies. Japanese videocassette recorder is paid for in German marks in Berlin, and German cars are paid for in U.S. dollars in Boston. Indian tea, Brazilian coffee, and American films are sold around the world in currencies as diverse as Turkish liras and Mexican pesos. Whenever a country imports or exports goods and services, there is a resulting flow of funds: money returns to the exporting nation, and money flows out of the importing nation. Trade and investment is a two-way street that, with a minimum of trade barriers, usually makes everyone better off. In a interlinked global economy, consumers are given the opportunity to buy the best products at the best prices. By opening up markets, a government allows its citizens to produce and export those things they are best at and to import the rest, choosing from whatever the world has to offer. Some trade barriers will always exist as long as any two countries have different sets of laws. However, when a country decides to protect its economy by erecting artificial trade barriers, the result is often damaging to everyone, including those people whose barriers were meant to protect. The Great Depression of the 1930s, for example, spread around the world when the United States decided to erect trade barriers to protect local producers. As other countries retaliated, trade plumpered, jobs were lost, and the world entered into a long period of economic decline.

1. What is the basic idea of international trade?
2. What is the main difference between domestic and international trade?
3. How can you consider trade barriers?
4. What opportunities are given to consumers in an interlinked global economy?
5. What were the sequences of the Great Depression of the 1930s?

Exercise2 . Role-play the dialogues about International (Import-Export) Trade.

Use the expressions:

I'd like to tell (inform) you that...

I want to tell you...

In my opinion...

By the way

First, we'd like to...

From my point of view

I consider

Sorry, I don't quite understand why

I'd like to know...

Could you explain ..., please?

A good/boring description of ...

A clear/poor explanation why ...

Some new/dull information about...

A good suggestion about ...

Convincing arguments for/against

Exercise3. Study the words

1. overseas relations ['əʊvə'si:z ri'leɪʃ(ə)nz] - внешние связи
2. the European [ˌjʊərə'pi(:)ən] Economic [i:kə'nɒmɪk] Community [kə'mju:nɪti] - Европейское Экономическое Сообщество
3. Commonwealth ['kɒmənwelθ] - Содружество (наций)
4. to bear [beə] the responsibility [rɪs,pɒnsə'bɪlɪti] - нести ответственность
5. permanent member ['pɜ:mənənt 'membə] - постоянный член
6. to abolish [ə'bɒlɪʃ] - отменять, отменять
7. voluntary ['vɒlənt(ə)rɪ] - добровольный
8. to promote [prə'məʊt] - содействовать; поддерживать

9. sustained [səs'teɪnd] - длительный, непрерывный
10. disaster relief [dɪ'zɑːstə rɪ'liːf] - помощь при катастрофах
11. находящемуся в процессе получения [ˌrefju(:)dʒiː] - беженец; эмигрант
12. defence policy [dɪ'fens 'pɒlɪsɪ] - оборонная политика
13. membership ['membəʃɪp] - членство
14. to commit [kə mɪt] - взять на себя обязательства

Great Britain is one of the biggest and highly developed countries in the world. Britain's democratic system of government is long established and well tried, and has provided a remarkable political stability. Britain's overseas relations including its membership in the European Economic Community and its links with Commonwealth countries, enable it to realize international cooperation.

Great Britain has diplomatic relations with 166 countries, bears (he responsibility for 14 independent territories, provides assistance to over 120 developing countries and is a member of some international organizations. It is one of the five permanent members of the UNO Security Council. Great Britain is a member of the European Economic Community. The Community defines its aims as the harmonious development of economic activities. It has abolished internal tariffs, established common custom tariffs and set a goal of the creation of an internal market in which free movement of goods, services, persons and capital would be ensured in accordance with the Treaty of Rome. By the middle of 1990 Britain had adopted more laws regulating the activity in the internal market than any other Community member. The Community now accounts for a fifth of world trade. Half Britain's trade is with its eleven Community partners.

Great Britain takes an active part in the work of the Commonwealth, which is a voluntary association of 50 independent states. The English Queen is recognized as Head of the Commonwealth.

Great Britain promotes sustained economic and social progress in developing countries. Almost £65 million were spent on disaster relief, help for refugees and emergency humanitarian aid.

Britain's defence policy is based on its membership in NATO, which is committed to defend the territories of all its states-members.

QUESTIONS

1. What can you say about Britain's diplomatic status?

2. What is the role of Great Britain in the work of European Community?
3. What is the European Community?
4. What is the Commonwealth?
5. Who is the head of the Commonwealth?
6. How does Britain promote sustained economic and social progress in developing countries?