

SURPASS

GO BEYOND EXPECTATIONS

Red

STUDENT BOOK with WORKBOOK

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SURPASS 3B

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Contents

Unit 1	VOCABULARY	GRAMMAR	READING	
1A	Spending and saving	verbs related to money	comparatives	How Stores Get You to Spend More 4
1B	The best product ever	products and advertising	superlatives	Coca-Cola: How It Remains Special 8
1C	Skills for Speaking & Writing Conversations at the bank / A spending plan			12
Review Test 1 3A Unit 5&Unit 1				14

Unit 2				
2A	Eat well, live well	types of food	quantifiers	New Diet, New Life 16
2B	It’s my comfort food	adjectives for describing cooking methods	passive voice in simple present tense	Enoteca Maria 20
2C	Skills for Writing Discussing advantages and disadvantages			24

Unit 3				
3A	Before the journey	travel preparations	questions with what, which, and how	Travel More, Pay Less 26
3B	When travel goes wrong	travel problems	modals of probability: must, might, may, can’t	Stuck at the Airport! 30
3C	Skills for Speaking & Writing Booking a trip / A travel memoir			34

Review Test 2	Units 2&3	36
---------------	-----------	----

Unit 4				
4A	The town I live in	living conditions	first conditional	A Guide to Surviving Annoying Neighbors 38
4B	Living in a community	expressions with make and do	second conditional	Join the Community of Santropol Roulant 42
4C	Skills for Writing A survey report			46

Unit 5				
5A	Word on the street	easily confused verbs	reported speech using say and tell	Two Great Weavers 48
5B	What’s in the news today?	verbs used in news articles	passive voice in simple past tense	Four news articles about Banksy the street artist 52
5C	Skills for Writing A narrative story			56

Review Test 3	Units 4&5	58
---------------	-----------	----

Spending and saving

1 VOCABULARY

A Do you tend to spend too much money, or are you good at saving money?

B **2-02** Complete the sentences with the words on the right. Then listen and check.

- You _____ a salary from your work.
- You _____ money in contests or the lottery.
- You _____ items from a store with money.
- You _____ money if you don't spend it wisely.
- You _____ money to save for something.
- If you can _____ something, you have enough money to buy it.
- If something _____ a lot, it's expensive.
- When you _____ money to someone, you expect them to return it.
- You should _____ the money that you owe someone.
- You _____ money to charity to help other people or society.



C Talk about money you spent or saved recently. What did you spend it on or save it for?

I purchased a used car recently. I'm saving money until I can afford a new laptop.

pay back vs. pay off

- *Pay back* means to return the money that you borrowed. It can be used for payments that are divided into several parts.
- *Pay off* means to finish returning all the money you borrowed. When you pay off your debts, you no longer owe someone anything.

2 LISTENING

A **2-03** Listen to Minh and Beth talk about how they manage money. What do you think they value the most?

1



Minh

2



Beth

- buying and owning nice things
- preparing for the future
- helping other people in need
- having enjoyable experiences

B **2-03** Listen again. Answer each question about both people.

- Are they happy with the amount of money they make?
- Where do they currently put most of their money?
- What plans do they have for the future?

C Talk about what you spend most of your money on. Explain the reason(s) why.

I think I spend the most money on food. I'm a picky eater, so the foods I eat tend to be expensive.

3 GRAMMAR

A **2-04** Listen and complete the sentences.

- The pay is _____ than average.
- Having nice things is _____ than preparing for the future.
- My rent isn't _____ it used to be.
- To me, nothing is _____ than watching musicals and concerts.
- That way I can afford good seats _____.

B What is being compared in each of the sentences above?

Learn more about comparatives.

> Grammar Reference p. 67

C Complete the sentences using the comparative form of the given adjectives with *than*.

- My new laptop is _____ (expensive) my old desktop computer.
- That café is _____ (popular) the other one because they have better coffee.
- I prefer shopping online because the prices are _____ (low) in-store prices.
- The apartment we're moving to is _____ (large) the one we're living in now.
- Randy booked his ticket _____ (early) I did, so it was cheaper than mine.

D Discuss the questions below with a partner.

- How much is your phone bill every month? Who spends more money on their phone bill?
- Do you have any credit or debit cards? How many do you have? Who has more credit or debit cards?
- Do you put money into a savings account? Who tries to save more often?
- Do you donate money? How many times have you donated this year? Who donates more?

My phone bill is about sixty dollars a month.

Mine is about thirty-five. I spend less money on my phone bill than you do.

4 SPEAKING

A Take the questionnaire. Answer each question by choosing a number from 0 to 3. Find out what kind of spender you are.

What kind of SPENDER are YOU?

0 = never, 1 = sometimes, 2 = often, 3 = always

1 I buy things and end up not using them very often.	0	1	2	3
2 I use my credit card when I'm out of cash.	0	1	2	3
3 I make impulsive purchases.	0	1	2	3
4 I buy things to make myself feel better.	0	1	2	3
5 I spend more than I planned on a night out.	0	1	2	3
6 I spend my savings before reaching my savings goal.	0	1	2	3
7 I buy items without comparing prices.	0	1	2	3
8 I buy products that I don't need simply because they are on sale.	0	1	2	3
9 I use another bank's ATM to get cash.	0	1	2	3
10 I do not record my spending.	0	1	2	3

Total:

B Sum up your ratings and check the result.

25-30: Big Spender

You waste a lot of your money.



15-24: Puzzled Spender

You often wonder where all your money went.



5-14: Smart Spender

You keep track of your money pretty well.



0-4: Extreme Saver

You make a lot of sacrifices to save money.



C Compare your results. Talk about how you can improve your money management.

I'm a puzzled spender. I should record my spending and see what I can spend less on.

5 READING 2-05

- A** Do you enjoy shopping? What do you consider most when choosing a product? (e.g. quality, price, brand, preference)
- B** Read the introduction to the article. Do you think you are a smart shopper? Why or why not?
- C** Read the paragraph headings below. Guess what the paragraph for each heading might be about.
- What a Bargain!
 - Tricking Your Senses
 - Which to Choose?
 - Location, Location, Location
- D** Read the four paragraphs on the opposite page. Write the correct heading in each blank.
- E** Read again. Correct the wrong information.
- 1 Many grocery stores put special bargains where shoppers can't see them.
 - 2 Playing fast music in stores can make people buy less.
 - 3 Grocery stores put baked goods at the front to make customers feel full.
 - 4 Most stores try to give more options so that customers can choose more easily.
 - 5 Among an expensive, mid-priced, and cheap item, customers tend to choose the cheap one.
 - 6 Special sales cause people to make planned purchases.
- F** Have you experienced any of the effects mentioned in the article? Which methods do you think are the most effective?

6 LISTENING

2-06 Listen to Steve, Jenna, and Kumar talk about their shopping experiences. Answer each question about all three people.

- 1 Where did they go shopping?
- 2 Which sales tactic(s) from the article affected them?
- 3 What did they buy? Did they plan to buy that?

OVER TO YOU

- 1 Do you know any other interesting methods or tricks that stores use to increase their profits?
- 2 Do you have your own way of controlling impulsive buying or overspending? What is it?

How Stores Get You to Spend More



Are you a smart shopper—shopping around for the best bargains and deals? Or do you go into a store just planning to spend, spend, spend? Maybe you've left a store thinking, "What a steal!" after you got a great deal. But whether you realize it or not, many stores use clever tricks to get customers to shop longer and spend more money. They can even trick you to buy a certain item. Here are some common ways that stores get more money out of your wallet and into their cash registers.



1

Have you ever thought about the layouts of stores? You might not have realized it, but retail stores are carefully planned. Many stores put impulse-buy products like gum or magazines near the checkout counters. Similarly, grocery stores put special bargains at their entrances or at the ends of aisles. That way, every shopper will see them. It's a well-known tactic to increase sales.

2

Sounds and smells can influence a shopper's behavior. The music in trendy fashion stores is faster than in other stores. It makes shoppers feel excited so that they will buy more items. The volume and genre of music can also affect a shopper's behavior, but the effect depends on the situation and the person. What about scent? Grocery stores often choose to make shoppers feel hungry. They put baked goods at the front to spark shoppers' appetites. Stores are also aware that scents bring up certain memories, and it makes customers more likely to buy certain items. This is why you smell coconut in the summer wear section. It reminds you of the beach so that you buy a swimsuit or Hawaiian shirt there.

3

Choosing which products to buy can sometimes be very difficult. Many people think that having more options is better, but this can actually cause a dilemma for shoppers. So most stores try to give fewer options, but this is not just for the customers. To boost the sales of a certain item, they display this item together with other similar products—a cheaper one and a more expensive one. One study showed that when a cheap off-brand jam, a middle-priced jam, and an expensive organic jam were displayed together, customers often chose the middle-priced jam. The customers believed they'd made a reasonable choice in both quality and price. However, the truth is more likely that the middle-priced jam is the item the store wanted to sell the most.

4

Stores are always offering discounts. Fifty-percent-off sales and buy-one-get-one-free-deals can be great bargains. However, buyers often get too excited by the huge, bright red discount signs. They assume that the sale price is good without even knowing the original price. Also, time limits make people extremely nervous. When a store announces a one-day-only sale, people feel like they shouldn't miss out on the opportunity, especially when it is their favorite store. Sales like these are used very effectively to get shoppers to buy things they never planned on buying. They think they're saving money, but actually they're spending more!



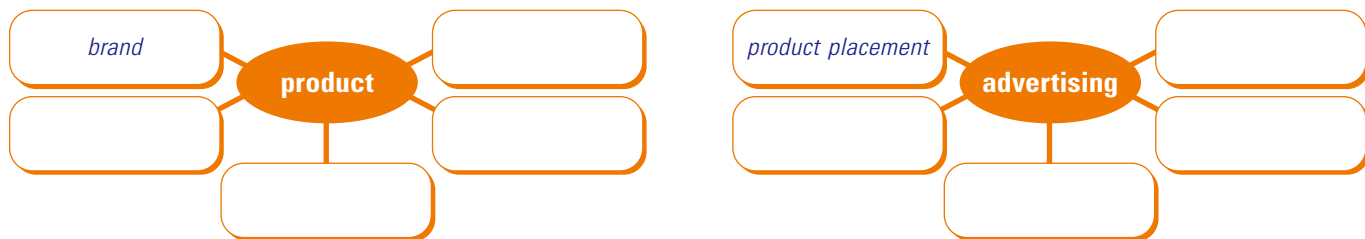
The best product ever

1 VOCABULARY

A What are the most advertised products in your country?

B Complete the mind map with the words in the box.

product placement	brand	commercial	quality	logo
word of mouth	slogan	web banner	label	design



C 2-07 Complete the sentences with the words and phrases above. Then listen and check.

- “A diamond is forever” is a famous _____ of the De Beers diamond company.
- Many television and radio _____s include catchy songs or melodies so they naturally stay in your mind.
- My friends love to try new products, so I usually get news about products by _____.
- Would you get some canned fruit? Make sure to read the _____ and find one without much sugar.
- Cheaper electronic products are often of lower _____. They might not work well or break down easily.
- You can be taken to the advertiser’s website by clicking on a _____.
- Companies use _____ so that their products can be seen in movies and TV shows.
- This bicycle has a convenient _____ that allows you to easily fold it and carry it around.
- The toy store is easy to find. Just look for the sign with a big teddy bear _____.
- Some people spend a lot of money on clothes from famous _____s, even if their quality isn’t very good.

2 LISTENING

A 2-08 Listen to the conversation. What are the speakers talking about? Check (✓) the correct answer.

- ☐ online shopping tips
- ☐ the most viewed commercials
- ☐ effective advertisement techniques

B 2-08 Listen again. Answer the questions.

- What is mentioned as an example of product placement?
- What is mentioned as a disadvantage of web banners and pop-ups?
- What does the man consider most important when buying a product?

C 2-09 What types of advertisements do you find the most effective? Why?

3 GRAMMAR

A 2-09 Listen and complete the sentences.

- That was _____ commercial I’ve ever seen.
- Product placement is one of _____ ways to advertise new products or brands.
- What way do you think is _____?
- Web banners and pop-ups are viewed _____.
- Those are also _____ forms.

B 2-10 What are the two most common ways to form superlatives? What word often comes before a superlative?

Learn more about superlatives.
> Grammar Reference p. 67

C Complete the sentences using superlatives.

- Remus Cooke is one of _____ (rich) models in the world. He earned 25 million dollars just last year.
- This is _____ (popular) product on the market. It’s been our best seller for years.
- Lotus is _____ (busy) store on Main Street. People have to wait in line to shop there.
- That product was _____ (useful) of the three for me. I won’t buy it again.
- I always use SpeedPost. They deliver _____ (quick).

4 SPEAKING

A 2-11 Look at the items below. Which brand does each item make you think of? Write them down and compare with a partner.



B 2-12 Ask questions using the words in the table below. Use the internet to help answer the questions.

What is the most popular clothing brand?

Adjectives	Products
popular	clothing
affordable	cosmetics
innovative	sports
common	coffee
reliable	phone
safe	automobile
old	laptop

What is the most popular clothing brand?

... is one of the most popular clothing brands.





Coca-Cola: How It Remains Special

Who hasn't heard of Coca-Cola? The sugary soft drink is everywhere, and it's loved by people around the world. Recently, consumers have been moving towards healthier beverages and some people say that Coca-Cola isn't one of the world's most valuable brands anymore. Still, the Coca-Cola brand and products remain one of the most recognizable. What makes Coca-Cola so special?

1 A Smart Advertising Plan

Coca-Cola has always understood the power of advertising. Its slogans and commercials have always made people feel good. In the 1920s, it introduced the world to its happy Santa character. Its more recent commercials have introduced friendly polar bears. Many of its slogans have included the words *delicious*, *refresh*, *enjoy*, and *happiness*. Others have turned drinking Coca-Cola into a shared experience. In 1971, for example, the company's slogan was, "I'd like to buy the world a Coke." Its advertisements have given the brand a positive image around the world.

2 A Secret Recipe

Coca-Cola's recipe has remained almost the same since its creation. In 1886, an American pharmacist named John Pemberton developed the original recipe. It has been kept a secret ever since. Now, it is locked in a museum in Atlanta. In 1985, for the first time, Coca-Cola tried to make major changes to Pemberton's recipe. Customers complained, so Coca-Cola brought back the original version three months later. Since then, the original recipe has not been significantly changed. Coca-Cola's unique recipe is one of the biggest reasons for the brand's global success.



3

A Familiar Logo

Coca-Cola's logo is very similar to its recipe. Both have been around since the start of the company. The original logo was developed in 1886 by Frank Robinson, John Pemberton's bookkeeper. He used his own handwriting in the logo. This way, it would be different from other companies' logos. The employees at Pemberton's company loved Robinson's design. In 1893, it became Coca-Cola's trademark. In 1947, the original black letters were changed to white letters and put on a red background. Since then, the logo has changed very little. It has become one of the most familiar logos in history.

4

A Classic Bottle Design

Coca-Cola might have the most famous bottle design ever, but did you know that its original bottle was straight-sided? The company wanted a design that was different from its competitors, so the classic, curvy bottle was introduced in 1916. Their design is based on the shape of two of the ingredients in the original Coca-Cola drink: the coca leaf and the kola nut.

Over the years, plastic has replaced glass, but the bottle's shape has stayed nearly the same. Today, it is just as important as the company's logo, recipe, and advertising plan. Can you picture Coca-Cola without the shape of the bottle?



5 READING 2-10

- A** What is the first thing that comes to mind when you think of Coca-Cola?
- B** Read the introduction to the article. Think about some things that you would like to learn about Coca-Cola. Write down some questions.

- Who ... ?
- What ... ?
- When ... ?
- Where ... ?
- How many ... ?
- How long ... ?

- C** Skim through the rest of the article and find what these names or numbers refer to.

John Pemberton Frank Robinson 1893 1916

- D** Now read the article. Answer the questions.

- 1 What characters have been used in Coca-Cola commercials?
- 2 What words have been used in many of Coca-Cola's slogans?
- 3 Where is the original Coca-Cola recipe kept today?
- 4 Why did Coca-Cola bring back its original recipe?
- 5 What was used in the original logo?
- 6 What is Coca-Cola's bottle design based on?

6 LISTENING

- 2-11 Listen to a lecture. Complete the sentences.

- 1 Coca-Cola sells _____ billion drinks every day.
- 2 Coca-Cola's recipe remained almost the same for over _____ years.
- 3 Frank Robinson came up with the drink's logo and also its _____.
- 4 The slogans of two recent marketing campaigns of Coca-Cola are " _____ " and "Taste the Feeling."

OVER TO YOU

- 1 What is your favorite food or beverage brand? What makes it special?
- 2 What companies are successful in your country? Why do you think they are popular?
- 3 What is an advertisement that caught your attention? How did it make you feel?

Skills for Speaking & Writing

Conversations at the bank / A spending plan

1 LISTENING & SPEAKING

- A** Do you prefer to go to the bank or use online banking? What do you do at the bank?
- B** **2-12** Listen to the beginning of three conversations. Which service does each client ask for? Number them in order.
- ☐ closing an account ☐ transferring money ☐ opening an account
- C** **2-13** Listen to the whole conversations. Match the number of the conversations and the details.
- 1 _____, _____ 2 _____, _____ 3 _____, _____
- a. The service requires an additional fee. d. The client makes a debit card.

b. The employee asks for two forms of ID. e. The client sends a large amount of money.

c. The employee asks if there were any problems. f. The client is planning to invest her money.
- D** **ROLE-PLAY** Choose two types of services. Complete the conversations using the given words. Then have a conversation with your partner. (E: Bank employee / C: Client)

- 1**
- E** What can I do for you today?
- C** (*open / a bank account*)
I'd like to open a bank account.
- E** Are you already a member of this bank?
- C** (*this / my first account*)
- E** All right. I'll need to see two forms of identification.
- C** (*driver's license / passport*)
- E** Thank you. I'll start setting up the account. How much money will you deposit to open the account?
- C** (\$50 / cash)
- E** Okay, and would you like to make a debit card?
- C** (yes)
- E** Okay, please fill out this form and sign here.



- 2**
- C** (*close / one of my accounts*)
- E** I can help you with that. What kind of account is it?
- C** (*a savings account / account number*)
- E** Okay. Have you had any security problems with this account?
- C** (*no / invest / instead*)
- E** Smart idea. Are you interested in opening an investment account with us?
- C** (*no / transfer / my checking account*)
- E** Of course. I'm going to have you sign these forms.
- C** (all right)



- 3**
- E** How are you today?
- C** (*transfer / some money / my cousin*)
- E** Is the receiving account at one of our branches?
- C** (another bank)
- E** Unfortunately, there's a two-dollar fee for that type of transfer.
- C** (yes)
- E** All right then. Would you like the money to come from your checking account?
- C** (my savings account)
- E** Okay, and how much would you like to transfer?
- C** (\$1,000 / information / the receiving account)
- E** Okay. I'll input that here. Just a moment...



2 READING & WRITING

- A** How do you manage your money? Do you use any tools to help you? (e.g. budget planner, spreadsheets, mobile applications)
- B** Read Omar's spending plan for next month. Answer the questions below.

I make \$480 per month from my part-time job. My budget is flexible as long as I plan it carefully. Here's my plan for next month. I will spend about \$160 on food and drink for the month. This is my biggest expense. I'll spend about \$60 on my phone bill, \$20 on school supplies, and \$40 on transportation. I plan to spend about \$80 on a concert ticket, so I don't think I should buy any new clothes next month. I'll also pay \$30 for my gym membership and donate \$10 to a charity. That will leave me with \$80 in savings, which I can save for my vacation next year.

My Spending Plan		
Income		
	\$480	
Spending		
Food & drink	\$160	need
Phone bill	\$60	need
School supplies	\$20	need
Transportation	\$40	need
Entertainment	\$80	want
Clothing	\$0	want
Other	\$40	want
Total spending	\$400	
Savings		
	\$80	

- What is Omar's monthly part-time income? How does he describe his budget?
- Which category does he plan to spend the most money on?
- Which categories are marked as "needs"? Which are marked as "wants"?
- What is he planning to spend less money on than usual? Why?
- What does he plan to save up money for?

- C** Plan your spending for next month. Complete the chart and list your "needs" and "wants."

My Spending Plan		
Income		Spending categories
Total spending		Food & drink
Savings		Phone bill
Needs:		School supplies
		Transportation
		Entertainment
Wants:		Clothing
		Other
		Total

- needs vs. wants**
- needs: things you cannot live without (e.g. housing, food, basic clothing)
 - wants: things you would like to have, but can live without (e.g. new shoes, movie tickets)
 - Each person can view an item differently. One person's "want" can be another person's "need."

- D** Write your own spending plan. Use the questions below to help.

- What is your monthly income? Is your budget tight or flexible?
- How much money will you spend on each category?
- Where do you want to try and spend less money next month? Why?
- Is there anything you would like to save up money for? What is it?

- E** Read each other's spending plans. Compare your needs and wants. Talk about the things you have in common or find interesting.



Listening Scripts

UNIT 1

1-03

- 1 **Alison**
Hi, I'm Alison, and I'm a graduate student at Ohio State. After graduation, I plan to train to become a psychologist. Most of my colleagues prefer to do laboratory research, but not me. I like to interact with people more. I want to spend time with real people and listen to their problems. Inspirational discussions with my high school counselor really sparked my interest in the human mind. This led me to choose psychology as my major.
- 2 **Isaac**
Hi, I'm Isaac. My grandfather has been my hero since I was very young. He was a successful businessman. He had his own company, and he told me lots of stories about his business. Since then, I've really enjoyed learning about management. Someday, I'd like to start my own company and become a business owner like him. That's why I decided to major in business. I'm considering getting an MBA once I finish my undergraduate studies.
- 3 **Emma**
Hi, I'm Emma, and I'm a senior at Maple High. I'll be starting college next year, and I want to major in computer science. I'm thinking of applying for a summer internship at a software company after my first year. I first learned programming in middle school, and I've been into it ever since. I really like trying out new apps and tools. Someday, I hope to develop my own software.

1-06

- M = Matt, F = Fiona**
M Hi, Fiona. You've graduated from college now! Congratulations!
F Thanks, Matt! It feels so great to be done. I'm ready to start my career!
M What's your plan?
F Well, you know I majored in surf science and technology. I've learned a lot about the business side of sports. Now I'm planning to launch my own surfing equipment brand.
M That's exciting! I wish I was as certain as you. I'm considering majoring in psychology, but I'd also really like to study computer science. I just can't decide.
F Well, you could design your own degree program. Have you heard the puzzle program on NPR? The host, Will Shortz, designed his own major in the 1970s. He called it

"enigmatology" or "the study of puzzles."

- M** I didn't know you could create your own major!
F I think you should look into it. There are more opportunities than you can imagine.
M Wow! Well, I guess I'd better start researching.

1-08

- 1 **Bill**
I gained a lot of weight after starting college. It really made me lose confidence. I tried going on a diet but kept failing. I ended up having trouble sleeping and gained even more weight. It was really depressing. Then I realized I should adopt healthy habits. I began eating healthier and working out. Now my sleep problems are gone. I started personal training sessions last week. My trainer gave me a training and eating plan. I'm going to follow it as best as I can.
- 2 **Rachel**
I'm a manager at a large investment company. I used to take on more work than I could handle. I only managed to get things done by skipping meals and working late. One day, I got really sick. I realized that I didn't need to push myself that hard just for work. I also learned to respect myself more. Now I put myself before my work and take time to relax. I'm taking a vacation next week, so I'll get some rest then.
- 3 **Ethan**
I'm a father of two kids. I've just started working from home as a freelance writer. It's been really hard getting my work done while taking care of the kids. I've never been a very organized person, but recently I've started keeping a list of the things I need to do. It helps me prioritize my tasks and manage my time more efficiently. The kids start school again next week, so luckily I'll have more time for work.

1-11

- A** Hi, Kyle. Could you give me some studying tips?
B That's what I'm here for.
A Okay. I'm having trouble making a study schedule for finals.
B All right. Well, let's think about setting goals. How much time do you have each day for studying?
A Maybe about two hours.
B Only two hours? What will you do the rest of the time?

- A** I'm going to make posters for the photography club, help Jenna plan a party, volunteer at the library, get a present for my brother—
B Hold on a minute. You need to prioritize your tasks. You should schedule in plenty of time to study first.
A I guess you're right. Okay, after class I'll spend four hours studying. Then I'll do everything else. I could even sleep less and study more.
B Well, getting enough rest is as important as getting your work done. If you sleep less, you won't be able to focus the next day.
A That's true. I'll just do my best during the day then. Thanks for your advice, Kyle.

1-12

- 1
A I haven't seen you in ages! What have you been up to?
B Just working and studying. I've been learning Chinese. It's difficult to memorize the characters, but speaking and writing are fun. I wish I had a Chinese friend.
A Oh, I have a friend in Taiwan. If you want, I can introduce you two.
B That would be wonderful! Thank you.
- 2
A Hey, out for lunch?
B Yeah. How's it going?
A Not bad. How about you?
B Things are pretty good. Just a little busy these days.
A Well, come over for dinner sometime, okay?
B That would be great. I'd better get back to the office. See you!

- 3
A Hi, I'm Rob. Nice to meet you. How's your new job?
B Good. I'm excited, but a little bit nervous.
A Don't worry. Everyone here is really friendly. If you have any questions, just ask.
B Thanks. That's really helpful to know.
A Well, I'd better get back to work.
B Okay. It was nice meeting you.

- 4
A Good morning!
B Good morning. Nice day today.
A Yeah, it's really warm for this time of year.
B Well, they say it's going to rain again starting tomorrow. I guess we should enjoy this weather while it lasts.
A Right. So, how was your weekend?
B Good. I just stayed home and relaxed. How about you?

UNIT 2

1-14

- 1 My roommate Denise is one of the most thoughtful and caring people I know. She's a social worker, and her job is to support people through difficult times. Apart from work, she's volunteering at the city animal shelter these days. She goes there every weekend. I'm joining her this week because I want to adopt a dog from the shelter.
- 2 Uncle Stanley doesn't smile much, and he complains a lot. Most of the time, people find it hard to get along with him. However, I actually enjoy being around him. He's generally a negative person, but when he's in the mood, he tells these funny stories. They always make me laugh. We both like each other's company.
- 3 Irene is my aunt. Joe is Irene's fiancé. They're both sociable and love meeting people. They've been together for a while, and they're preparing to get married in May. I'm sure there will be tons of guests at the wedding. I think they make a great couple because they have a lot in common.
- 4 Luke is my best friend. He's the person I always turn to when I need advice. He's a very realistic person, and he helps me find practical solutions in any situation. I was running short on money for advertising my new business. He suggested using social media to cut costs. Thanks to him, I'm launching an online store next month.

1-17

When I first saw Radioman, I was a camera assistant working on the set of a superhero movie. At first I thought he was a really arrogant homeless man. He shouted at the actors and called them rude names. But then he walked up to the director and shook his hand! That really caught my attention. I asked the other crew members about him right away. "That's just Radioman," one of them explained. "He knows everybody." When I researched Radioman for myself, I was surprised to see that he'd been in over 100 movies. After that, he seemed impressive and interesting to me. The next time Radioman showed up, I asked him about his life. We've been friends ever since, and I've discovered that he isn't arrogant after all. He's just determined to get a role in each movie. And he's so easygoing that famous people don't make him nervous. Some people get annoyed at Radioman, but I think he makes filming more fun.

1-19

One of the greatest role models of the 20th century was Mohandas Gandhi. Gandhi is often known as "Mahatma," which means "great soul." Mahatma Gandhi is remembered as someone who changed the world through the strength of his ideas. His courage and creativity have inspired many other leaders, including Steve Jobs. The young Jobs hoped to find inspiration in the place where Gandhi and other great teachers had lived, so he traveled to India in 1974. His experiences there deepened his appreciation for Gandhi's work and way of life. Jobs was inspired by Gandhi to change the world by thinking differently. In 1976, he co-founded the technology company Apple. It grew to be one of the most successful companies in the world thanks to Jobs's confident leadership. His admiration for Gandhi continued. In an interview in 1999, Jobs referred to Mahatma Gandhi as his choice for the Person of the Century. In his later years, he even wore round glasses that looked like Gandhi's.

1-22

Last year, my family moved from my small hometown to a big city. Leaving the town where I grew up was extremely difficult, but the hardest part was leaving all of my middle school friends behind. My big new school was so intimidating compared to the small-town school where I'd known almost everyone since kindergarten. I became depressed and was too discouraged to make new friends. I even considered dropping out of school. Then I came across the amazing story of Liz Murray in her movie *Homeless to Harvard*. She is a Harvard graduate, author, and motivational speaker who had a difficult start in life. She was born to drug-addicted parents, dropped out of school, and was homeless, but she still became successful. I was especially impressed by the fact that she changed her life for the better even after her mother's death. I thought, "How can a person be so strong after such a sad event?" Her story gave me the confidence to start a new life in a new place. Since then, I've focused on my classes and made friends at school. Now my new home feels welcoming and comfortable for me after all.

1-23

- 1 **Family reunion**
Hi everybody. I'd like to thank you all for coming. I know some of us had to travel a long way to get here, and some of us worked really hard to prepare all the food, so let's give each other a big round of applause. It's really great to see the whole family again.


- 2 **25th anniversary**
At 11 a.m. on this day in 1993, Shannon Elwood and Christopher Moore became husband and wife in a little church in Portland, Oregon. Two years later, a little girl was born. She was brought up with love and care. And for 25 years, their family has always been there for each other.
- 3 **Wedding**
Good afternoon, ladies and gentlemen! For those who don't know me, I'm Jack. I've been Andy's friend for three days now, after he approached me at a bar and gave me \$100 to make this speech. But honestly, Andy has been a wonderful friend, and I feel honored to be his best man.
- 4 **Farewell party**
I was looking for a meaningful way to say goodbye. Then I came across this quote by Richard Bach. "A farewell is necessary before you can meet again. And meeting again, after moments or lifetimes, is certain for those who are friends."
- 5 **Graduation party**
Do you remember the excitement you felt when you were eighteen and graduating from high school? Then you might also know how it feels like forever to get to that point in life. Today, Ian has finally reached that point, so we're here to congratulate him and wish him the best of luck.
- REVIEW TEST 1**
- 1-25**
A Did you decide your major yet?
B I'm thinking of choosing between several different majors.
A What interests you the most?
B Well, I like math and science. I was thinking of majoring in physics or computer science. But there are other things that interest me too.
A Like what?
B Well, I want to help people with my work. Mathematics is fun. But I'm not sure if it will be satisfying enough.
A How about psychology? It's not very mathematical. But you could learn about how the mind works and you could help patients with their problems.
B I'd better look into that major. Thanks for the suggestion.
- 1-26**
A I'm always forgetting my appointments. How do you manage your time, Chris? Do you use a planner?

What's your major?

1 VOCABULARY

A Unscramble the names of the majors.

1



soyhplcgy

2



goibloy

3




hoistry

4




ucompetr encscie

5



mihscerty

6




nbusises

7




reaiutlre

8



coiemocns

9



shpycis

10



lhipshopoy

B Complete the sentences with the words from A.



Jerry would like to be a writer like Shakespeare, so he is going to major in _____.



If you have a degree in _____, you can choose a career as an IT consultant, game developer, or software engineer.



To be a forensic scientist, you need a degree in _____, because the work often involves the examination of chemical substances.



Studying _____ helps you understand a person's state of mind and how it influences their behavior.

2 GRAMMAR

A Choose the correct answers.

- Henry avoids **to talk** / **talking** about his financial situation with his family.
- My little brother agreed **to donate** / **donating** his old toys to a charity.
- The city is planning **to build** / **building** a shelter for homeless people on this street.
- We look forward to **work** / **working** with you on this project.
- My mother enjoys **to take** / **taking** a walk in this forest on rainy days.
- I didn't mind **to eat** / **eating** food with my hands while I was staying in India.
- I would like **to introduce** / **introducing** an innovative product to you.
- Sophia is thinking about **to name** / **naming** her first baby after her grandmother.
- Have you decided **to apply** / **applying** for the university in California?
- Are you hoping **to get** / **getting** good grades in school this year?

B Complete the sentences using the correct forms of the given verbs: *to* infinitive or *V-ing*. (Write both forms if either is possible.)

- Matthew is planning _____ (look for) a new roommate.
- People started _____ (giggle) when I slipped on a banana peel.
- We enjoyed _____ (spend) time with our friends at the beach last weekend.
- She wanted _____ (show) her new dress to all the people at the party.
- He just finished _____ (write) his final essay.
- Would you mind _____ (change) the channel on the television to channel 110?
- I prefer _____ (sit) in aisle seats when flying on a plane.
- I look forward to _____ (watch) his new movie this summer.

C Complete the sentences using the words in the box. Use the correct form of each verb.

complain	live	move
bother	play (x2)	be visit



Trevor and Jessica had just moved into their new apartment in London. They had chosen ¹ _____ in that apartment because they liked the quiet neighborhood. They loved their new place for the first two days. However, on the third night, they heard constant pounding noises from upstairs. They heard this noise every night for a few days, so they decided ² _____ Ben, their upstairs neighbor, and talk about the problem. Ben told them that he practices ³ _____ the drums and promised not ⁴ _____ them with noise after 8 p.m. However, he wouldn't finish ⁵ _____ the drums until after 11 p.m. Trevor and Jessica couldn't stand it anymore, but whenever they visited Ben, he stopped playing and pretended ⁶ _____ asleep. Finally, Trevor and Jessica gave up ⁷ _____ to him and wrote a letter to the property manager, asking him to deal with the noise problem. They even considered ⁸ _____ to a different apartment.

A Read the article. Fill in the blanks with a subtitle for each body paragraph from the box below.

- a. Majoring in a field with poor job opportunities
- b. Choosing a career without researching thoroughly
- c. Letting someone else choose

B Read the article again. Choose the correct answers.

Mistake 1

- 1 Choosing a major needs to be ...

a. your decision, not someone else’s.

b. based on a discussion between your family members.
- 2 When you choose a major, asking advice from others ...

a. is most important because they have more knowledge and experiences.

b. is necessary and helpful, but not everything.

Mistake 2

- 3 Before choosing a major, make sure to look through ...

a. the rankings of the schools that provide the program.

b. the career options for that major.

Mistake 3

- 4 The media often distorts reality, so it makes people ...

a. think that some jobs are more charming than they actually are.

b. aware of how difficult a job might actually be.

Major Mistakes When Choosing a Major

Many students find themselves having to choose a major before they know what they really want to do in the future. If you are in this situation, stop now and get informed! This is your chance to avoid three mistakes you might regret.

Mistake 1:

One of the most important things to remember about this decision is that it will influence the rest of your life. For that reason, you need to make it yourself. Your parents might pressure you to major in a certain subject, or you might want to study what your friends are studying. But in both situations, you could easily end up in a program you don’t really enjoy. Taking advice is good, but in the end you are responsible for choosing a major that is right for your talents and interests.

Mistake 2:

Choosing a major based only on a hobby or a favorite class can also be problematic. Some majors offer almost no job opportunities unless you earn a master’s degree or even a PhD. Even then, the number of jobs available might be small. Other majors could lead to jobs that pay less than you would like. To avoid these problems, check out the careers related to your interests before you choose a major.

Mistake 3:

Finally, remember that you need to do more than read a list of job titles. In many cases, television has influenced our ideas about a profession, making it seem easier and more exciting than it really is. Instead of relying on first impressions, it’s important to research the reality of any job before choosing a major based on it. Read about the pros and cons of the job, and if you can, talk to someone who works in the field. This will help you avoid unpleasant surprises in the future.

By taking responsibility and balancing your interests with your future needs, you can simplify the process of choosing a major. Good luck, and happy studies!

1 VOCABULARY

A Complete the sentences with the correct verb from each box.

- 1

set / send

It is very important to _____ realistic goals when you make New Year’s resolutions.
- 2

pick / stick

In order to get our presentation ready by the due date, we need to _____ to the schedule we’ve made.
- 3

Adopting / Spending

_____ new habits, such as staying away from your cell phone at bedtime, is always hard.
- 4

treat / trick

You’ve worked hard so far. Now it’s time for you to _____ yourself to things that make you happy.
- 5

respond / respect

When you have a discussion with other people, you need to _____ each other’s opinions.

B Complete the sentences with the phrases in the box.

Paul is a college freshman. He is having a hard time adjusting to his college life, which is a lot different from his high school life. He has too many things to handle—a lot of schoolwork, club activities, his part-time job, etc.—but he doesn’t know how to handle them. Here’s some advice for him.

- prioritize tasks
- take time to relax
- be open to change
- cope with
- build a positive attitude

College life is always a confusing time for freshmen. Everything is new to you, but try to ¹ _____. Don’t be overwhelmed by the tasks ahead of you. Instead of avoiding problems, ² _____ them. To solve your problems, ³ _____ in the order of their importance. Don’t forget: you are a student, so your schoolwork must be at the top of the list. When you’re done with your schoolwork, ⁴ _____ instead of wasting your energy with so many other activities. Try to ⁵ _____ toward your college experience. This is a good opportunity for you to learn how to manage your life.

