Reading; Train to TH!NK



Warmer

Ask pairs of students to list as many logos as they can see on clothes, bags, etc. in one minute. Award one point for each logo listed.

07 Get TH!NKing

Play the video and discuss the question with your class.

- 1 Swatch sells watches. Jaguar makes cars. WhatsApp provides a messaging service. Pret A Manger sells food and drinks
- 2 If your students struggle to think of ideas, you could broaden out the discussion to why brands are important.
- 3 Jaguar, WhatsApp, Pret A Manger
- 4 (1) 3.01 Check/clarify: unique, wordplay, targeted, obsessed. 1 Companies think a lot about brand names because it distinguishes their product from all others, and it's important that they get it right the first time.

2 A good brand name is unique, memorable and easy to understand. 3 Jaquar was chosen because it makes people think of a beautiful but dangerous wild cat. Pret A Manger was chosen because it's in a foreign language (French) and therefore sounds special and different. WhatsApp was chosen because it uses wordplay (it's based on the English expression What's up?). 4 Because in Spanish no va means 'it doesn't go'.

5 Because they want to have something with the right brand or logo.



WhatsApp & ANIC

E READING

Look at the names and logos and answer the questions.

1 These are the names and logos of various companies. What kind of products do they offer?

Jaguar sells cars.

2 Add two more names of companies or products that are famous around the world.

- 📴 Work in pairs. Some people think the name of a brand is very important. What do you think is the reason for this?
- Read the blog entry on the next page quickly. Which of the brands shown above does it mention?
- 01 Read the blog entry again and listen. Answer the questions.
 - 1 Why do companies think a lot about a brand name?
 - 2 What makes a good brand name?
- 3 Why were each of these names chosen? Pret A Manger Jaguar
- WhatsApp 4 Why was Nova a bad name for a car in Spain?
- 5 Why do some teenagers choose to buy more
- expensive products (like clothes)?

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Identifying the main topic of a paragraph

Train to THINK

Writers use a new paragraph when they want to change the topic. The opening line of a paragraph usually gives you a clue about its topic

- 5 Look at paragraphs 3 and 4. What is the topic of each paragraph? Tick (✓) two options. A what teenagers wear to school B brand names are important in the
 - teenage market C some really bad brand names
 - D ways to pick a brand name

5 Tell students that one technique to help them read a text quickly is to focus only on the first sentences of each paragraph, as this should give a good overview of the main topics of the text. Paragraph 3: D Paragraph 4: B

Critical TH!NKing Understanding and analysing links between ideas Distinguishes between main and supporting arguments.

Objectives

Functions and speaking Giving advice; expressing obligation; giving recommendations, warnings and prohibitions

- Grammar (don't) have to / ought to / should(n't) / must; had better (not); can('t) / must(n't)
- Vocabulary Making and selling; expressions with name Fiction How I Met Myself

Train to TH!NK Identifying the main topic of a paragraph

Resources for this unit

All available online

Videos

- Get TH!NKing: Do you have a favourite logo? Why do you like it?
- Grammar rap!: had better (not)

- Unit, extension and skills test 3
- End of term test 1

Worksheets

- Grammar and vocabulary: Basic, Standard and Extension Worksheets
- Project: Advertisements
- Communication: What's in a name?
- Literature Worksheets: David Copperfield Grammar presentation: (don't) have to /
- ought to / should(n't) / must / had better (not) Get **TH!NK**ing and Grammar rap! video
 - Worksheets

Reading; Speaking

Culture notes

Swatch is a Swiss watch company founded in 1983. The name refers to 'second watch' as the company mostly produces cheaper, more disposable and often colourful watches.

Jaguar is a British car company, which was first set up in 1922. It is now part of Jaguar Land Rover and produces expensive models such as the XE and the F-Type.

WhatsApp Messenger is an American messaging service that enables users to send text and voice messages, make voice and video calls, and share images and other types of media.

Despite its French name, the sandwich company Pret A Manger was started in London in 1986 by two friends who wanted to produce healthier takeaway food. There are now more than 300 Pret shops in the UK.

6 Give a couple of your own ideas as examples before students work in pairs. At the end of the exercise, listen to some of the students' ideas and encourage open class discussion. During feedback, you could extend the discussion by asking students which brands are fashionable at the moment and which used to be in fashion but aren't now.

A Homework

Ask students to invent a brand logo for something generic like trainers or fizzy drink. They can upload a picture with a description of the logo development in English. If students do not have access to the internet, they can create their own ideas. As a follow-up, students can bring the picture to the next lesson and present their logos to the class.

Brand Onames

- OK, so imagine you've thought of a great idea for a product to make and sell – a game, or an app, or clothes, for example. You know you can sell millions of them, but first of all, you must give the product a name – a brand name. And that may not be as easy as you think.
- 2 The brand name is the thing that distinguishes your product from all others, and it's really important that it makes an impact. Businesses spend a lot of time thinking about brand names; when the name has been picked, it's very difficult to change, so companies have to get it right first time.
- So how do you choose a name? A brand name ought to be unique, memorable and easy to understand. It should create some kind of emotional connection with people who buy the product – the target market. Some companies use the family name. When Henry Ford started making cars, he just called the company Ford. But you don't have to use a family name – you can go for an image. Staying with cars, think about the brand name



Work in pairs. Discuss these questions.

1 Can you think of any more brand names

something just because of the brand?

Jaguar, a beautiful but dangerous wild cat. What does that say about the manufacturer's

product? Some companies use wordplay. It's a common technique for naming apps, for example WhatsApp (from the English expression 'What's up'?). Others like to use foreign words because they sound special or different. For example, in Britain, in Europe and in the US there's a chain of sandwich shops with the French name Pret A Manger, which means 'ready to eat'. And what do you have to be careful about when choosing a name? Well, you shouldn't choose one that might not work in certain countries or cultures. Many years ago, a car company launched a new car that they called Nova. They thought it suggested something nice and new, but in Spanish it can be read as *nov* a ('it doesn't go'). Not a good name for a car in Spain, then!

WHAT'S IN A NAME?

These days, the choice of brand name is particularly important if your product is targeted at the teenage market. Teenage consumers are perhaps more concerned with brand names and company logos than any other group. When a brand, especially a clothing brand, becomes popular with teenagers, then there's a lot of pressure to wear those clothes and have the name and/or logo visible. A teacher in an American high school said: 'I certainly see that kids are obsessed with brand names. They won't buy something that's almost identical – and cheaper – simply because they feel they must wear something with the right logo.' So if you want to get into the teenage market, you have to find a product and a brand name that works with that age group, and create some great advertisements, too.

Companies know that the name isn't everything the product itself has to be good, of course – but it's an essential part of the package.



Activity ideas Extension

SPEAKING

b try to create an image?c are in another language?2 Have you ever bought or wanted

Give examples.

which: a use a family name?

Write these anagrams on the board: 1 gtrtea *target;* 2 blrmmeeao *memorable;* 3 eqiuun *unique;* 4 ssssbuniee *businesses* 5 laneimoot *emotional;* 6 nishisseugdti *distinguishes;* 7 vremdnaesttei *advertisement;* 8 fctmunarreau *manufacturer;* 9 rmnscoeus *consumers;* 10 srpreeus *pressure*

Before showing the anagrams, divide the class into small mixed-ability groups and tell them that they will compete to solve all of the anagrams. Tell them the words appear in the blog entry. Ask groups to choose one student to be secretary. This student writes the answers. You could choose a weaker student to do this to make sure they're involved. If students are struggling, underline the first letter. Groups race to get the answers.

TH!NK more

Worksheets Project Advertisements Communication What's in a name? Get **TH!NK**ing *Do you have a favourite logo?* Why do you like it?

Grammar; Vocabulary



Warmer

Write on the board: How often do you see or hear advertisements? Do you think there are too many advertisements? Why? Can you think of any brands or products that you don't see advertising for? Discuss.

- 1 Ask students to try to answer the questions from memory before referring back to page 31 to check. 1 must 2 have to 3 ought to 4 don't have to 5 do ... have to 6 shouldn't RULE: 7 have to, must 8 don't/doesn't have to 9 should 10 ought to 11 shouldn't
- 2 Ensuring students are clear on context first will help them decide on the correct form. 1 have to 2 don't have to 3 has to 4 do ... have to 5 have to 6 don't have to
- 3 You may like to do the first item with the whole class as an example. 1 should / ought to 2 shouldn't 3 have to / must / should / ought to 4 don't have to 5 should / ought to 6 should / ought to 7 should / ought to 8 have to / must 9 don't have to 10 have to / must / should / ought to

Workbook p28

Get it Right!

have to vs. had to; don't have to vs. mustn't

4 During feedback, check pronunciation. You may like to write the words on the board, and elicit and mark stressed syllables (underlined below). 1 products 2 consumers 3 brand 4 chain 5 ad<u>ver</u>tisement 6 <u>lo</u>go 7 image 8 manufacturer

TH!NK more

Practice Extra Grammar: (don't) have to / ought to / should(n't) / must Vocabulary: Making and selling

Workbook Grammar p28, Ex.1–4 Vocabulary p30, Ex.1-2 Vocabulary Extra p31, Ex.1–3

Grammar Worksheets 3 Grammar presentation: (don't) have to / ought to / should(n't) / must / had better (not) Vocabulary Worksheets 3



- Then complete the rule with have to, don't have to, ought to, should, shouldn't and must.
 - 1 First of all, you _____ give the product a name. 2 Companies _____ get it right first time.
 - 3 A brand name _____ be unique, memorable and easy to understand.
 - 4 But you ______ use a family name.
 - 5 And what _____ you _____ be careful about?
 - 6 Well, you ______ choose a name that might not work in certain countries or cultures.

RULE: We use ⁷_____ or ____ to say 'this is important or necessary'. We use ⁸_____ to say 'this isn't important or necessary'. We use ⁹_____ or ¹⁰_____ to tell someone that something is a good idea. _____ to tell someone that something isn't We use a good idea. (Ought to isn't as frequent as should. It is used mostly in writing, and the negative form is rare.)

- 2 Complete the conversation with the correct form of have to.
 - Mandy Mum, there's a new mobile phone out. It's brilliant. I 1_ ____get one
 - No way! Your mobile phone is fine. You ²_ buy another one.
 - Mandy But you know what it's like at school. Everyone _____ have the latest product!
 - Mum Yes, and it's terrible. Why ⁴ you all wear the same clothes, for example?
 - Mandy Because it's what teenagers do. You were young once. Don't vou remember?
 - I see. And I ⁵_____ go to work to pay for all Mum these things, right?
 - Mandy Oh, Mum! You 6 be difficult!



3 Complete the conversation with suitable modal verbs. There is often more than one possible answer.

Gill The new café is great – you ¹_ go there Jack I've heard it's a bit expensive.

- Gill Yes, that's true. You ² go there every day. But you ³ _____ try the cakes – they're delicious!
- Jack OK. What's the place called, anyway? Gill Can you believe it's called The Coffee Shop?!
- Jack What a boring name! You ⁴_____ be a genius to think of that! They 5_____ have a foreign name, like Le Café.
- Gill Well, OK, But it 6 be easy to pronounce. There's a shop in town called Arighi Bianchi and no one knows how to sav it.
- Jack But the owner is Italian. It's his name! Gill Jouess 17 know that Anyway 18 home and do my homework for tomorrow.
- Jack You ⁹_____ worry about that. It's easy. Gill Really? OK, so let's go to the cinema. There's a new
- film that we 10_____ see! → workbook page 28

VOCABULARY Making and selling

4 Complete the sentences with the words.

- advertisement | brand | chain | consumers image | logo | manufacturer | products
- 1 They make cleaning ____, like washing powder. 2 The prices have gone up a lot, so now _ have to pay more
- 3 I always buy the same _____ of shoes they're so comfortable.
- 4 It's a _____ that has shops in every town.
- 5 That shop has a really funny _____ on TV.
- 6 The Nike _____ is a large tick.
- 7 When the company's director went to prison, it damaged the company's _
- 8 If it doesn't work, send it back to the
- SPEAKING Answer the questions. Then work in 5 pairs and compare your answers.
 - Can you name ..
 - 1 three places where you find advertisements?
 - 2 a manufacturer of mobile phones?
 - 3 a chain of shops and a chain of restaurants? 4 one thing you always buy the same brand of?

-> workbook page 30

5 At the end of the exercise, listen to some of the students' ideas and encourage open class discussion. Workbook p30

Language notes (don't) have to / ought to / should(n't) / must

Students are often confused by the difference between must and have to in both their positive and negative forms. If the obligation comes from the speaker, we use *must*, for example:

Teacher: You must do your homework today (because I am telling you to!). If the speaker is *describing* an obligation, we use *have to* since this obligation is not coming from the speaker, for example:

Student: I have to do my homework (because my teacher has told me to!).

Students can also confuse the negatives of must and have to.

Teacher: You must do your homework today – the deadline is tomorrow (obligation).

Teacher: You don't have to do your homework today (not necessary - you could do it tomorrow or later since the deadline is a week away).

Teacher: You mustn't copy in the test! (prohibition).

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Listening; Grammar; Functions; Speaking



Language notes had better (not)

To clarify the meaning of had better, write on the board:

Billy: It's my mum's birthday tomorrow. I forgot! I haven't bought her a present.

Bobby: Oh no! You _ buy one or you'll be in big trouble!

Elicit answers in open class. If students use should or ought to, praise them, but elicit that in this situation something bad will happen if Billy doesn't buy a present, so we would probably use had better. Point out that we use subject + had better + base form of the verb.

TH!NK more

Practice Extra Grammar: had better (not)

Listening p34, Ex.1-5

Grammar p29, Ex.5-6

Grammar rap! had better (not) Grammar Worksheets 3 Grammar presentation: (don't) have to / ought to / should(n't) / must / had better (not)

Homework

he/she.

Write on the board: 1 I have a hole in my shoe and it's raining hard. 2 I have an important exam tomorrow. 3 I saw a man stealing a car this morning. 4 I broke my friend's smartphone.

back to the class and encourage

them to use the phrase So does

Ask students to think of responses to the situations. Each response should include had better. As a follow-up in the next class, ask students to say their response in pairs for their partner to guess the situations it refers to.

Reading



Warmer

As a class, brainstorm the best/ worst/funniest/strangest place names students have heard. There are a lot in the UK, if you want them to do some research.

1 1b 2a

2 Give students two minutes to read the article and match the names and places. Encourage them not to focus on every word for now.

3 🐠 3.04

1 Turkey 2 Scotland 3 the US 4 Austria 5 Belgium 6 the Netherlands 7 the US

4 Check/clarify: provisions.

1 He sent two teams of engineers to find the best land.

2 A person from Accident.

3 Because it was halfway between two cities (Natchez and Mobile). 4 In the 1920s.

5 The local road signs were often stolen.

6 The council made the signs stronger.

7 The name probably came from the Bati Raman Mountain.

8 Because he thought Nolan had used the name of the city for his film without getting permission.

Culture notes

The Big Apple is a nickname for New York City. The exact origin is unknown but it was popularised in the 1920s by John J. Fitz Gerald, a sports writer for the New York Morning Telegraph.

The name 'Chicago' comes from a French interpretation of the indigenous word *shikaakwa* for a wild relative of the onion. The current city of Chicago was first referenced as 'Checagou' in 1679. The city has had several nicknames, including the Windy City, Chi-Town, Second City and City of the Big Shoulders.

TH!NK more

Workbook Reading p32, Ex.1–6



The Turkish city Batman takes its name from a river and not from the comic book superhero. The river's name was probably inspired by the Bati Raman Mountain. However, there is still a connection with the Batman we've seen on the screen. In 2008, the mayor of Batman said that Christopher Nolan, the director of *The Dark Knight*, should have to pay money to the city for using the name Batman without permission. There is only one Batman in the world', he said. The American film producers used the name of our city without informing us: Of course, Nolan didn't have to pay, though. It's true that filmmakers can't steal information and ideas, but the name Batman has been around since the character was created in 1939.



Speaking; Grammar; Vocabulary; Pronunciation

- 5 Discuss as a class. Encourage students to refer back to the article on page 34 for inspiration.
- 6 Ask students to try to complete the sentences from memory before referring back to the article to check. Encourage them to underline the sentences in the reading text. 1 can 2 mustn't 3 can't

RULE: 4 can 5 can't; mustn't

- 7 After checking answers, point out that we often use must to tell ourselves to (not) do somethina, for example. I must do more exercise or I mustn't be late. 1 mustn't talk, A 2 mustn't be, C 3 mustn't miss, D 4 mustn't run, B
- Encourage students to use a 8 variety of modal verbs, not just can('t) and must(n't). 1 We don't have to wear uniforms. 2 You should / ought to buy a new phone. 3 You can use my laptop. 4 They must / have to work harder. 5 Can we play here? Workbook p29

0 You could ask students to cover the definitions (a-h) and to work with a partner to try to work out the meanings from context. 1d 2f 3e 4h 5b 6a 7c 8g

10 If you're short on time, set this exercise for homework. 1 name it 2 name ... the game 3 big name 4 call ... names 5 name the 6 what's ... name 7 a name ... herself 8 stage Workbook p30

Pronunciation

Strong and weak forms: /bv/ and /əv/

Homework

Ask students to use the internet to research another unusual place name from around the world. They make a poster that shows their place, write a short text about it and how it got its name and, if necessary, give a translation. As a follow-up, students can bring the poster to the next class, present it to the class and discuss which is the funniest name.

Some ideas include: Dull (Scotland) and Chicken (Alaska).

- **SPEAKING** VOCABULARY 5 Work in pairs. Discuss these questions. Do you know how your town or city got its name? 2 What funny or unusual town names are there in definitions your country? GRAMMAR names. can('t) / must(n't) Complete these sentences from the reading. Then complete the rule with can, can't and mustn't. choose a piece of land anywhere in 1 'You dav vet. Western Maryland'. 2 'We're happy with the name. You _ _ change it.' 3 It's true that filmmakers _____ steal information and ideas **b** someone whose name I can't remember RULE: To talk or ask about permission, we often use the modal verb ⁴ . To say what isn't allowed, we c something necessary that you have to accept often use ⁵ or profession Complete the sentences with mustn't and the verbs. Then match them with the pictures. profession be | miss | run | talk _ so loudly! 31 ____ the goal! 1 You 21 late. 4 You 2 Hard work is the _ 3 My uncle's a doctor. He's a ____ of cancer research. 4 Some of her classmates It's horrible for her. going to _ 6 Oh look! There's 7 She made a _____ for __ 8 Bruno Mars is the Hernandez. Rewrite the sentences using modal verbs from this unit and the pronouns in brackets. There is often more than one possible answer PRONUNCIATION 0 Diving isn't allowed. (you) You can't dive here.
 - 1 It isn't necessary for us to wear uniforms. (we)
 - 2 It's a good idea to buy a new phone. (you)
 - 3 It's OK for you to use my laptop. (you)
 - 4 It's necessary for them to work harder. (they)
 - 5 Are we allowed to play here? (we)

→ workbook page 29

WHAT'S IN A NAME? UNIT 3

Expressions with name

- Match the underlined expressions with the
- 1 Tony Hawk is a big name in skateboarding. 2 He's upset because some of the other kids call him
- 3 Jay-Z isn't his real name it's his stage name.
- 4 Fish, meat, vegetables, fruit you name it, I eat it.
- 5 Look! It's what's-his-name / what's-her-name.
- 6 We want to get married, but we haven't named the
- 7 I know you don't want to do the exams, but it's the name of the game for university entry.
- 8 He made a name for himself as a great actor
- decide the date of an event, often a wedding
- d a person who is important or famous in their
- e a name that an actor or musician uses in their
- f use rude names about, or to, a person
- g become known or respected by many people
- h anything you say (or choose)

10 Complete the missing word(s).

- 1 She's been to Europe. Asia and Australia you , she's been there!
- __ of __ if vou want to do well in your exams.
- in the field
- her
- 5 You're engaged? That's wonderful! When are you ____ day?
- ____-his-_ – you know that boy who lives in your street.
- on a reality TV show and became a famous singer.

> workbook page 30

_ name of Pete Gene

rms: /ɒv/ and /əv/ Strong and weak for Go to page 120.

Language notes can('t) / must(n't)

We use mustn't or can't to describe something that is not allowed. We use can't to describe a rule, for example, I can't speak Spanish in class. We use mustn't when the speaker is setting the rule, for example, You mustn't eat so many sweets.

We often use *can* in questions to ask if something is permitted. For example: Can I go to Matt's party? However, must is rarely used in the question form: Must I help with the washing-up? Do I have to help with the washing-up?

Activity idea Extension

Ask students to discuss what the class rules are and elicit sentences with can, can't, must and mustn't; for example, We must speak in English; We mustn't look at our mobile phones; We can't eat. Ask students to write a set of rules to display on the classroom wall.

TH!NK more

Grammar: can('t) / must(n't) Vocabulary: Expressions with name

Workbook Grammar p29, Ex.7 Vocabulary p30, Ex.3–5 Pronunciation p118

Worksheets Grammar Worksheets 3 Vocabulary Worksheets 3

Unit 3 | What's in a name? T35