

18

Which car?

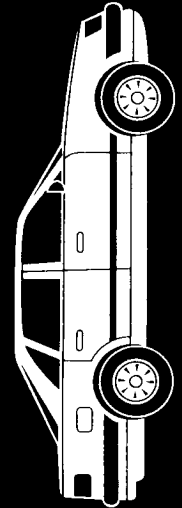
Unicello is a company based in Italy which sells mobile telephones. Its sales reps travel all over southern Europe by car. It is three years since the company last bought cars for the sales team

and it now wants to buy a new type of car. There is a choice of three cars: the Lynx 320 SX, the Commodore 200Si, or the Toida Dart.

Student A

Lynx 320 SX

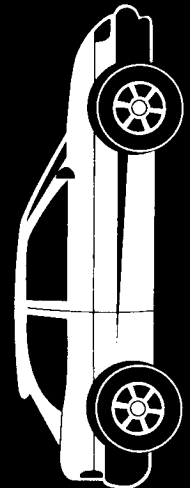
	Lynx 320 SX	Commodore 200Si	Toida Dart
Carphone included	Yes		
Airbag	Yes		
Engine size	2.0l		
Alarm	Yes		
Catalytic converter	No		
Power steering	Yes		
Comfort	Good		
Fuel economy	Good		
Insurance group (1-20)	10		
Price	\$22,000		



Student B

Commodore 200SI

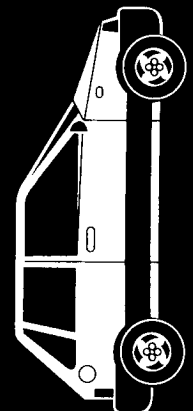
	Lynx 320 SX	Commodore 200Si	Toida Dart
Carphone included		No	
Airbag		Yes	
Engine size		2.5l	
Alarm		Yes	
Catalytic converter		No	
Power steering		Yes	
Comfort		Excellent	
Fuel economy		Average	
Insurance group (1-20)		16	
Price		\$28,000	



Student C

Toida Dart

	Lynx 320 SX	Commodore 200Si	Toida Dart
Carphone included			No
Airbag			Yes
Engine size			1.7l
Alarm			No
Catalytic converter			Yes
Power steering			No
Comfort			Good
Fuel economy			Very good
Insurance group (1-20)			8
Price			\$21,500



Which car?

Worksheet

18

ACTIVITY

Groupwork: speaking

AIM

To compare the features and performance of three products (cars) and choose the best.

GRAMMAR AND FUNCTIONS

Comparative and superlative adjectives: *-er, -est, more than, the most*

Have got and there is/are

Question words

How much? How many?

VOCABULARY

Adjectives: *comfortable, expensive, cheap, economical, good, bad (better, worse), high, low*

Features of a car: *alarm, carphone, airbag, power steering, catalytic converter*

PREPARATION

Make one copy of the text at the top of the worksheet for each student in the class. Cut out the sections as indicated and divide equally between groups of three students.

TIME

30 minutes

PROCEDURE

- Elicit from the students features of a car that determine
 - its economy,
 - its comfort,
 - its environmental friendliness,
 - its safety.

- Give each student a copy of the text at the top of the worksheet and ask them to read it. Tell them that they are going to choose a car for the company's salespeople.
- Discuss with the whole class what qualities are going to be important.
- Ask the students to work in groups of three, Student A, Student B and Student C. Give each student the appropriate part of the worksheet.
- Tell the students that they have information on one of the cars. Explain that they must ask and answer questions about the features of the other two cars with other students in their group. As they do this, they should fill in the table.
- When they have finished, ask the groups to make comparisons between the three cars.
For example:
The Toida Dart is the most economical.
The Lynx is a little more expensive than the Toida Dart.
- Ask students to choose which one is best for the company to buy and then to report their decision to the rest of the class, giving reasons for their choice.

PAIRWORK OPTION

Use only the Student A and Student B parts of the worksheet and ask the students to compare and then choose between these two cars (the Lynx and the Commodore 200Si).

FOLLOW-UP

Either ask students to talk about and compare rival products in a market they know well, or ask them to comment on these three types of company and say which they would prefer: a large multinational, a small family business, a charity.

ANSWERS

	Lynx 320 SX	Commodore 200Si	Toida Dart
Carphone included	Yes	No	No
Airbag	Yes	Yes	Yes
Engine size	2.0l	2.5l	1.7l
Alarm	Yes	Yes	No
Catalytic converter	No	No	Yes
Power steering	Yes	Yes	No
Comfort	Good	Excellent	Good
Fuel economy	Good	Average	Very good
Insurance group (1-20)	10	16	8
Price	\$22,000	\$28,000	\$21,500