

Money

by Adrian Doff

Level: Intermediate and above

Time: 20 minutes

Aim: – To talk about making, losing and saving money.
– To talk about income and expenditure.
– To talk about the profit, loss and turnover of a company.

There are three ways of using this worksheet:

- Give the worksheet to students to work through independently and then in the next lesson go through the exercises and deal with any points that arise.
- Use the worksheet for an active classroom lesson. The notes below give ideas for doing this.
- Do not give the worksheet out in class but use it as the basis for your own lesson, getting ideas and phrases from the students and presenting language on the board (use the notes below to help you). Then give out the worksheet at the end and ask students to do the exercises for homework.

Warm-up

Warm-up: Establishing the concept

Write the word *money* on the board. Brainstorm with the class what verbs can go with the word 'money'. Get suggestions and write them on the board. Check that students understand what the verbs mean by asking them to give examples.

Larger classes: In pairs or small groups, students think of verbs and write them down. Then go through this together, getting suggestions from each group and building verbs on the board.

Give out the worksheet.

Worksheet

Language focus

1. **Reading the texts.** Read the texts at the top of the worksheet and establish what they are about:

- a) a supermarket chain which has been losing money
- b) advice about investing money in the stock market (e.g. a column in a popular newspaper or magazine)

Focus on the meaning of the highlighted words by asking questions, e.g.:

- If the stores are *unprofitable*, do they make money or lose money?
- What is the *turnover* of a company?
- What can you *invest* money in? Why do you invest money?

2. **money.** Read through the verbs and examples, focusing on any you didn't cover in the brainstorming session at the start of the lesson. To practise using the verbs, ask a few questions, e.g.:

- Do you think you spend a lot of money? What do you spend most money on?
- Are you good at saving money? How do you save money?
- How do you invest your money? What do you think is the best way to invest money? What is the safest way? What is the most risky way?
- Do you think you are cautious with money, or do like to take risks?

3. **income, expenditure, revenue.** Look at the expressions and examples. Ask students to give examples of jobs which have a high income, a low income and an average income (if you like, you could ask students to write three jobs down, then brainstorm this together).

Ask students to tell you the meaning of:

- *annual* income (= each year)
- *quarterly* income (= each quarter, i.e. three months)
- *monthly* income (= each month)

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4. *profit, loss, turnover*. Read through the expressions. Check that students understand *profit* (= the money you make) and *loss* (= the money you lose). Possible ways to activate this language:

- ask students to give examples of companies they know that are making a profit, and ones that are making a loss (or mention companies you know, locally or from the news, and ask if they are making a profit or a loss);
- ask students what they think are the most profitable businesses in their country or their locality, and why;
- ask students if they know which company has the biggest annual turnover in their country or locality (you could try to find this out yourself before the lesson);
- ask students if they know of a company that has gone bust recently, and why this happened.

Practice

1. Talk or write:

Students write sentences. Then ask them to read out what they have written.

Alternative: Give students a few moments to think of ideas, and possibly make a few notes. Then ask them in turn to tell the others about a company they know.

2. Exercises:

Do the exercises together round the class; or let students do them alone or in pairs, then go through them together.

Answers:

1. a) made a loss; went bust
b) profitable; made a profit
c) annual income
d) losing money; spending

Other language areas you could explore:

1. Phrases connected with investment

- *(open) a deposit account; savings account;*
- *invest in (gold, property, diamonds, antiques, the stock market)*
- *stocks, shares, have shares in (Vodafone), buy/sell shares*

2. Phrases connected with banking and money transactions

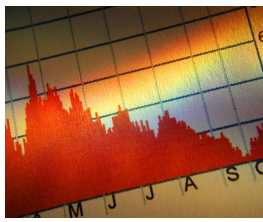
- *open/close a bank account, current account, pay money into an account, withdraw money from an account*
- *transfer money, make a transfer*
- *have an overdraft, be overdrawn*
- *pay in cash, pay by cheque/debit card/credit card*

3. Phrases connected with tax

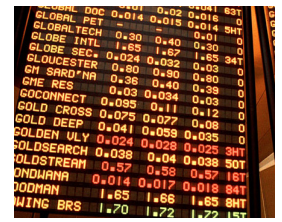
- *pay income tax, corporation tax, VAT (value added tax), capital gains tax*
- *fill in/complete a tax return, get a tax rebate, get a tax demand*
- *tax office, tax inspector, accountant*

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A Saveco announced today that they are planning to close 15 **unprofitable** stores. 'Our total **turnover** has fallen over the past two years, so to **make a profit** we now need to focus on our **profitable** branches,' a manager said yesterday.



B It's important to realize that **investing** money in the stock market is risky. You can **make a lot of money**, but you can also **lose** everything. So to avoid risk, it may be better to **save** money in a bank account.



money

- earn** money The top managers in the company **earn** over \$2 million a year.
- spend** money The city **spent** nearly €3 million on road repairs last year.
- save** money You can **save** up to 5,000 pounds a year by cycling to work instead of taking the car.
- make** money He **made** his first million by renting photocopiers to offices in New York.
- lose** money Saveco is planning to close down 150 stores that are **losing** money.
- invest** money They have **invested** half the year's profits **into** new factory equipment.

income and expenditure

- income** = the money you earn Average **incomes** have increased by 5% over the last ten years.
- expenditure** = the money you spend He failed to keep track of his monthly **expenditure**.
- revenue** = the money a company receives The main **revenue** of many restaurants comes from drinks.

high	income	annual	income
low		quarterly	expenditure
average		monthly	

profit and loss

make a	profit loss	They make a big profit by taking used cars abroad and selling them. Because of increased fuel costs, the company made a loss for the first time this year.
Noun:	profit	After selling off their ship-building division, the company is now profitable again. They had to close three factories because they were unprofitable .
Adjective:	profitable unprofitable	

turnover

turnover = the amount of business a company does. Microsoft has **an annual turnover of** around \$30 billion.

Turnover, revenue and profit can ...	rise (or go up / increase) fall (or go down / decrease)
Turnover has risen fallen by 10%.	There has been a 10% rise fall in turnover.

If a company can't make any money, it **goes bust** (or **goes bankrupt**).

We can also say: it **goes out of business**.

Talk or write

Think about your own company, or other companies you know. Write two or three sentences, using the expressions on this worksheet. Compare your sentences with other students.

Exercise

Fill the gaps with a word or phrase from the box.

- a) The company _____ for years, until it finally _____.
- b) He runs a very _____ shoe company. They opened a new shop in the summer, and it _____ in its first month.
- c) School teachers in Britain have an _____ of around 30,000 pounds.
- d) The company is _____. We're _____ too much on travel and expensive meals.

- spending
- went bust
- annual income
- profitable
- losing money
- made a profit
- made a loss