

- Persuading
- Disagreeing politely

1 | Vocabulary

A Look at the words and phrases below. Write each one in the correct category in the chart.

energy-efficient appliances
global warming
greenhouse gases
recycling
waste
public transportation
landfill
hybrid cars
reducing your carbon footprint

Things that hurt the environment	Things that can improve the environment

B PAIR WORK Discuss things you do to protect the environment.

2 | Conversation

CD1 30 **A** Listen. Why does Mia use CFL bulbs? Why doesn't Paula want to use them?



Paula: Is that one of those CFL bulbs? What are they?

Mia: Yeah, it is. CFL stands for compact fluorescent light bulbs. I only use these now.

Paula: But aren't those light bulbs kind of expensive?



Mia: Sure, they're a little more expensive, but they last a lot longer than incandescent bulbs. And they're better for the environment because they're energy-efficient.

Paula: You have a point, but it's still costly.



Mia: But don't you think we should do whatever we can to reduce our carbon footprints?

Paula: Yes, I guess we should, but I'm still not convinced that CFL bulbs are the most environmentally responsible choice.

B PAIR WORK Practice the conversation. Then find the best places to add the sentences below to the conversation and practice it again.

- | | |
|---|------------------------------|
| 1. They use about a third of the energy that regular bulbs use. | 3. I really like them. |
| 2. I heard that they cost a lot. | 4. I'm trying to save money. |

3 | Language Booster

A Notice the ways we persuade and disagree politely.

Persuading

Don't you think (we should do whatever we can)?

Isn't it important to...?

If everyone..., then...

Disagreeing politely

You have a point, but (it's still costly).

I see what you mean, but...

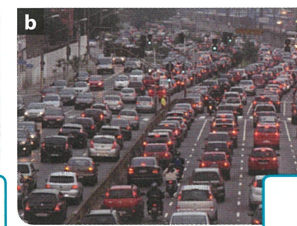
That may be true, but on the other hand...

I guess..., but I'm still not convinced...

B PAIR WORK Consider the ideas you discussed in the Vocabulary section. Describe one way to protect the environment and persuade your partner that it is important.

4 | Listening

CD1 31 **A** Listen to three conversations about environmental topics. Number the pictures from 1 to 3. There is one extra.



CD1 31 **B** Listen again. Do the speakers successfully persuade the people that they're talking to? Write yes or no.

1. _____ 2. _____ 3. _____

ONLINE PRACTICE

SPEAK with CONFIDENCE

A PAIR WORK Write one thing that you both think people should do to protect the environment and brainstorm as many persuasive arguments as you can.

Way to protect the environment:

Persuasive arguments:

B GROUP WORK Work with another pair and try to persuade them to agree with your idea.