

OXFORD

THIRD EDITION

3



Skills for Success

LISTENING AND SPEAKING

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Sociology

NOTE-TAKING using notes to summarize a lecture

LISTENING making inferences

CRITICAL THINKING comparing and contrasting

VOCABULARY suffixes

GRAMMAR auxiliary verbs *do, be, have*

PRONUNCIATION contractions with auxiliary verbs

SPEAKING taking conversational turns



UNIT QUESTION

Are first impressions accurate?

A. Discuss these questions with your classmates.

1. What do you notice when you meet someone for the first time?
2. How important do you think first impressions are? Why?
3. Look at the photo. What do you think of this person from just looking at her? Do you think your first impression is accurate? Why or why not?



B. Listen to *The Q Classroom* online. Then answer these questions.

1. What accurate first impression did Yuna have?
2. What do Marcus and Sophy say are ways that people can give incorrect first impressions?
3. Do you agree with Felix's statement? Why or why not?

iQ PRACTICE Go to the online discussion board to discuss the Unit Question with your classmates. *Practice > Unit 1 > Activity 1*

UNIT OBJECTIVE

Listen to a lecture and an excerpt from a radio show and gather information and ideas to give a short talk about an accurate first impression.

NOTE-TAKING SKILL Using notes to summarize a lecture

A good way to remember a lecture is to put the key ideas into your own words. This will also help you confirm that you understood all the information and that your notes are complete.

As soon as possible after a lecture, put the key, or most important, ideas into your own words, and say them out loud to a study partner or to yourself. Saying them out loud will help you clarify the ideas and remember them better.

Imagine this situation: Your friend had to miss class because he was ill. The next day, he asks you to tell him about the lecture. What would you tell him?

You would probably give him the following information:

- the topic of the lecture
- the main ideas
- a few important points and examples

This is the same information that you use when you summarize. A **summary** is a shorter version of the information that includes all of the main ideas, but only a few details.

Here are some phrases that are used as signposts.

- The professor talked about . . .
- She explained . . .
- She told us . . .
- Then he discussed . . .
- He gave us the example of . . .
- After that he wrapped up with . . .



A. IDENTIFY Listen to an excerpt from a lecture on first impressions. Then discuss the questions with a partner.

1. What is the topic?
2. What two main points does the speaker make?
3. What is one detail that illustrates each main point?

B. RESTATE With a partner, take turns summarizing the lecture excerpt.

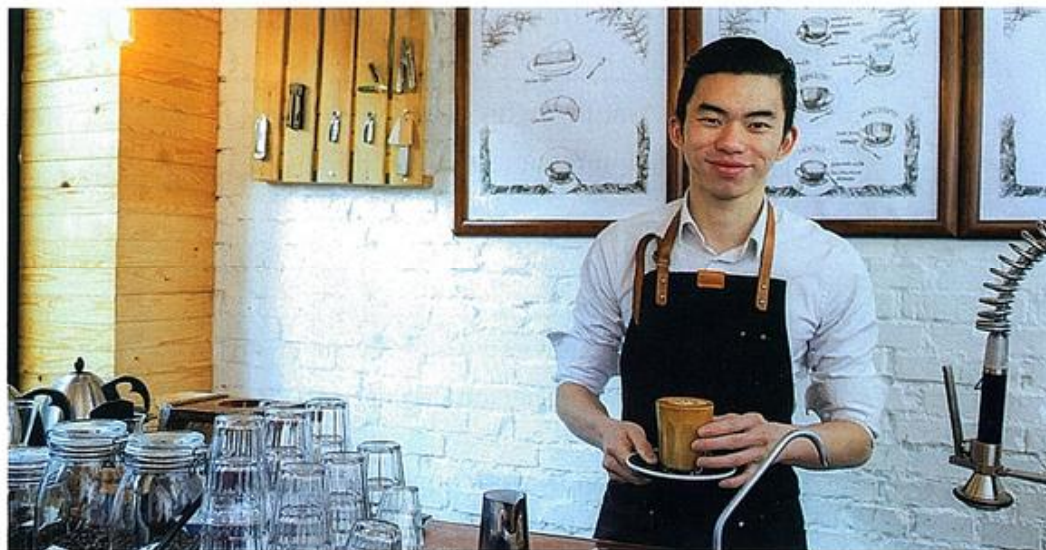
iQ PRACTICE Go online for more practice using notes to summarize a lecture.
Practice > Unit 1 > Activity 2

LISTENING 1

The Psychology of First Impressions

OBJECTIVE ►

You are going to listen to a lecture about first impressions. As you listen to the lecture, gather information and ideas about first impressions.



PREVIEW THE LISTENING

TIP FOR SUCCESS

Presentations and talks often begin with a short story or anecdote. The story is usually an example of the topic the speaker is going to talk about.

A. PREVIEW A psychologist will explain how first impressions affect our opinion of a new person. Check (✓) the statement about first impressions you think is true.

- ☐ First impressions give us a good idea of what a person is really like.
- ☐ We often make errors because of first impressions.

B. VOCABULARY Read aloud these words from Listening 1. Check (✓) the ones you know. Use a dictionary to define any new or unknown words. Then discuss with a partner how the words will relate to the unit.

ACADEMIC LANGUAGE

Positive and *negative* are among the 600 most common spoken academic words, but *positive* is used more frequently than *negative*.

assume (v.) OPAL

behavior (n.) OPAL

briefly (adv.) OPAL

encounter (n.) OPAL

error (n.) OPAL

form an impression (v. phr.)

negative (adj.) OPAL

positive (adj.) OPAL

sample (n.) OPAL

trait (n.)

Oxford 3000™ words

Oxford Phrasal Academic Lexicon

OPAL
Oxford Phrasal Academic Lexicon

iQ PRACTICE Go online to listen and practice your pronunciation.
Practice ► Unit 1 ► Activity 3

WORK WITH THE LISTENING



- A. LISTEN AND TAKE NOTES** Listen to the lecture about first impressions. Before you listen, look at the outline below. As you listen, add the topic and important details.



RESOURCES Go online to download extra vocabulary support.

Resources > Extra Vocabulary > Unit 1

Topic: _____

Example: Waiting in line at a coffee shop

Main idea: Impressions of others

Detail(s) _____

First mistake: _____

Second mistake: _____

Main idea: When we view our own behavior

Detail: It's not our personality; it's the _____.

- B. RESTATE** Work with a partner. Take turns using your notes to summarize the lecture.

- C. CATEGORIZE** Read the statements. Write *T* (true) or *F* (false). Then correct each false statement to make it true.

1. F First impressions tell ^{only part of} the whole story.
2. ____ If a person is happy when we meet her, we will often think she is happy all the time.
3. ____ Our first impressions give us an accurate picture of the whole person.
4. ____ We judge other people's behavior differently from our own.



- D. IDENTIFY** Read the statements. Then listen again. Circle the answer or answers that best complete each statement.

1. People _____ what they see in a first encounter.
 - a. often make mistakes about
 - b. make sense of information from
 - c. form very accurate impressions from

2. People assume that their first impressions tell them about _____ person.
- a. a sample of a
 - b. most of a
 - c. the whole
3. If we think a person is happy when we first meet her, we will think she is also _____.
- a. friendly
 - b. boring
 - c. kind
4. If someone else does something negative, we think _____.
- a. it is because of his personality
 - b. he is a bad person
 - c. it is because of how he felt that day
5. If we do something negative, we think it is because of _____.
- a. our personality
 - b. the situation
 - c. someone else

E. EVALUATE Check (✓) the statements you think the lecturer agrees with. Discuss your answers with a partner. Support your arguments with information from the lecture.

- ☐ 1. If a stranger behaves rudely, you may assume he isn't intelligent.
- ☐ 2. First impressions are rarely accurate.
- ☐ 3. People make more excuses for their own bad behavior.
- ☐ 4. An example of behavior can tell us a lot about someone's personality.



F. DISCUSS Read the text below. Discuss the questions with a partner.

On my first day of college, I was moving into my dorm room when my roommate, Renee, came in. She had already moved in and taken the bed by the window. Her stuff was everywhere. Her parents were with her. They were very nice and introduced themselves, but Renee was quiet and didn't really look at me. I didn't say much either because I thought she didn't like me. She threw her bag on her bed and they all left. I was very upset. I thought Renee was rude and mean. I was mad that she didn't even give me a chance.

An hour or so later, Renee came back to the room. She apologized for her rudeness. She had just had a bad argument with her parents and was upset with them. She described their fight in a very funny way, and we both laughed. After that, she became one of my best friends. She's the perfect roommate.

1. How accurate was the writer's first impression of her roommate?
2. How does this story illustrate the points the speaker made in her lecture?

TIP FOR SUCCESS

Pay attention to articles. They come before nouns and help you identify parts of speech.

G. VOCABULARY Use the new vocabulary from Listening 1. Complete each sentence with the correct word or phrase.

assume (v.)	error (n.)	positive (adj.)
behavior (n.)	form an impression (v. phr.)	sample (n.)
briefly (adv.)	negative (adj.)	trait (n.)
encounter (n.)		

1. I took a(n) _____ of the carpet home to see whether I liked the color in my living room.
2. Alberto made several _____ on his math test because he didn't study hard enough.
3. Luisa said she wasn't feeling well, so I _____ she's not going out tonight.
4. The teacher went over yesterday's assignment very _____. We only spent about fifteen minutes on it, so I still have some questions.
5. When I meet new people, I watch their _____ closely to see what they are like.
6. It only takes a few minutes to _____ of someone you meet for the first time.
7. One _____ thing about moving to a new place is leaving your friends and family behind.
8. Most of my good friends have one personality _____ in common—they are all very funny.

