

GRAMMAR

1 Complete the sentences. Use the correct form of the verb in brackets.

Example: If I *'d been watching* (be watching) the game properly, I would have seen Sven score the goal.

- How long _____ you and Stan _____ (be going out)?
- Darren _____ (have to) work late last Friday night.
- I was watching TV when the telephone _____ (ring).
- We _____ (not used to) see many people at this beach, but now it's very crowded.
- It _____ (be) announced by a company spokesman that the new factory will not open until next year.
- Could you get someone _____ (help) us with some work in the office?
- I wish that I _____ (not give) Piet my phone number.
- I'd rather you _____ (wait) here for Jan to come back.
- I would _____ (plan) a party if I had known it was your birthday.
- You wouldn't be in a rush now if you _____ (wake up) earlier this morning.
- Did you see some kids _____ (play) football in the park yesterday afternoon?
- You seem _____ (be) working really hard lately. Don't you think you should have a holiday?
- I started listening to this kind of music while I _____ (live) in Cambodia.
- I felt really angry when I _____ (see) the email that Ruth had sent.

14

2 Complete the sentences with one word.

Example: I went to Madrid in *order* to learn to play the guitar.

- We had a good holiday even _____ it rained quite a lot.
- In _____ of not having a map, the walkers managed to find their way out of the mountains.
- _____ to the newspaper, all the trains have been cancelled next week.

- When I was a kid, my dad _____ always cook a big breakfast on Saturday morning.
- Luis can't _____ heard my message. Otherwise he would have phoned.
- Not _____ is it raining, the car also won't start.
- I don't have time to play golf with Andrew. In _____ case, I don't even know how to play.
- I've lost my wallet with the tickets in it. In other _____, we can't go to the concert.
- We _____ to have asked Muriel to look at the laptop. She's knows all about computers.
- I can _____ garlic cooking. Is someone in the kitchen making dinner?
- I don't like going to the pub, but Robert _____.
- Gabriel loves sports and Jane even more _____.
- My new car cost three times as _____ as my last one.
- There were so _____ people waiting to see Harry that we couldn't get through the crowd.

14

3 Complete the sentences with the correct word(s).

Example: I've started running every day *because* I want to enter the London Marathon.
owing because due to

- You've got such a bad cold, you really need to look after _____.
you yourself one
- The villagers _____ have left the area because they had difficulty growing food.
are thought may understood to
- We're _____ find a petrol station soon. We've been driving for three hours.
sure must bound to
- Not until I've saved enough money _____ leave home and try to find my own place.
I will will I I'll
- As I was _____, if we can borrow a DVD player, we'll be able to watch the film.
saying said to say
- Please let me _____! I'm sure you have more work to do than I have.
to help helping help

- 7 It looks _____ Myron has finally learned to play the violin.
as if that though
- 8 We would rather _____ on holiday in August, but we had to wait until September. In the end, we had a great time.
our have gone that we go
- 9 _____ I need is four extra hours in the day.
What It's The reason
- 10 I don't really like loud music, but Stephen _____.
doesn't is does
- 11 It's _____ more difficult to find a good job these days.
more than more and the
- 12 Could you wash these _____ cups, please?
coffee's coffee coffee of

12

Grammar total 40

VOCABULARY

4 Read the definitions and complete the key words.

Example: very funny = **hilarious**

- 1 humour made from using words in unexpected ways = **w**_____
- 2 leave out or not include = to **o**_____
- 3 a group of words whose meaning is different from the meaning of the individual words, for example *it was a piece of cake* (= it was easy) = an **i**_____
- 4 listen to someone speaking and write down their words = to **t**_____
- 5 monotonous, boring = **t**_____
- 6 speak in a very soft voice = to **w**_____
- 7 a legal agreement where the bank lends you money to buy a house = a **m**_____
- 8 money that a bank lends and somebody borrows = a **l**_____
- 9 remove from power using force = to **o**_____
- 10 put off until later = to **p**_____

10

5 Complete the sentences with the correct word(s).

Example: I'm reading a very *depressing* book, and so I keep crying in public.

- haunting witty depressing
- 1 I don't know my neighbours well at all. We _____ and smile when we see one another, but we've never spoken.
nod make small talk come round
- 2 Being a rubbish collector seems like a _____ job, but if it isn't done, the city becomes an unbearable place to be.
barely arguable lowly
- 3 When I saw his new suit, I had to bite my _____. Obviously he thought it was really nice, but it looked terrible.
moan tongue head
- 4 My dog, Spot, is really _____ of the children. They like to dress her and lead her around the house, and she never complains.
tolerant eccentric fussy
- 5 If it was _____ to me, I'd go on holiday to Sicily twice a year.
go up prefer
- 6 It usually isn't very easy to _____ in when you're a tourist.
fluke peruse blend
- 7 I've just started a new _____ working as a manager in a fast food restaurant.
job profession qualification
- 8 Jacqueline is my _____ – the daughter of my mother's new husband. We all get along really well.
half sister sister-in-law stepsister
- 9 I arrived about an hour before the meeting, so I _____ some time looking in the shops near the station.
gave killed made
- 10 My parents got a real _____ when they saw my picture in the newspaper. I hadn't told them that I was going to join the peaceful demonstration.
chance joke shock

10

6 Underline the correct word.

Example: It's the summer holidays, so I've got time on my hands / head.

- I've lost my job, so for a few months we'll have to get by / back on my wife's salary.
- The door made a mumble / click when it closed.
- The troops captured / withdrew more than 500 enemy soldiers.
- Each guard standing outside of the building held a machine cannon / gun and stood very still and straight.
- We drove round / in the roundabout three times before we understood which exit to take.
- Could you please take some money outside / out of my wallet and go to the shop for some tea bags?
- We had to cut / take our holiday short because there was an unexpected crisis at Malcolm's office.
- David yells a lot, but his bark is worse than his sting / bite.
- Look, here's some chopped / sliced bread. Let's make sandwiches.
- For dessert, I plan to serve ice cream with melted / poached chocolate on top.

 10

7 Complete the sentences with one word made from the word in brackets.

Example: In many countries, smoking has been outlawed (law) in public places.

- We had a big _____ (celebrate) for my uncle's 75th birthday.
- When we finished university, Axel and I formed a _____ (partner) and started our own business.
- _____ (apparent) Luke wants to quit his job and move to Bolivia.
- After the crash, the _____ (wound) were taken to the local hospital for treatment.
- A famous _____ (history) visited our school and told us a lot of stories about the past.
- Many animals are fighting for _____ (survive) as humans continue to destroy the environment.
- At the school disco, the boys _____ (number) the girls. There were three times as many boys.
- I'm afraid we _____ (estimate) how popular the tour would be. 1,200 people asked to join, but we only have 100 places.

- The villa has an _____ (door) tennis court so we can only play if it isn't raining or too hot.
- After my illness, it took me several weeks to get back my _____ (strong).

 10

 Vocabulary total 40

PRONUNCIATION

8 Match the words with the same sound.

socially yell tedious buzz comfort impressive
hiss troops put off donation charge

Example: know socially

- qualifications _____
- chance _____
- feelings _____
- mortgage _____
- revolution _____
- neighbourhood _____
- cut short _____
- impression _____
- joke _____
- used _____

 10
9 Underline the stressed syllable.

Example: repetitive

- maternity
- nuclear
- figure
- trouble
- afford
- income
- withdraw
- defeat
- captivity
- poached

 10

 Pronunciation total 20

 Grammar, Vocabulary, and Pronunciation total 100

End-of-course Test**READING**

1 Read the article and tick (✓) A, B, or C.

THE SCIENCE OF PERSUASION

A Persuasion is key to business and to much more besides. In many walks of life and in many situations, persuading people to do what you want them to do is the key to success. Is persuasion a science with rules that can be taught and learnt, or is it simply a matter of instinct and personal experience? Researchers have looked into different aspects of persuasion and come up with some interesting results.

B One advertising copywriter, for example, came up with an approach to selling a product on a TV shopping channel via phone sales that differed from the norm for such advertising. Instead of being instructed: 'Operators are waiting, please call now', viewers were told 'If operators are busy, please call again'. This might appear to have been a risky tactic, putting potential buyers off by suggesting that they would have to waste their time calling repeatedly until they finally got through to someone to take their order. But the results were extraordinary and an unprecedented number of sales resulted. The advert suggested that instead of there being lots of operators sitting there and hoping people would call, there were so many people who wanted the product that people might have to wait until they could get it. This showed just how desirable the product was. Potential customers decided that, if so many other people wanted it, they definitely wanted it too.

C What role does choice have in persuading people to buy or get something? One study looked at the choices employees made when offered different retirement programmes. This showed that the more choices people were given, the less likely they were to choose anything at all. Another study in a supermarket revealed a similar effect of choice. A particular supermarket displayed either 6 or 24 different kinds of jam. When there were 24 jams to choose from, 3% of customers went to the display and bought one of the jams. When there were 6 jams on display, 30% of customers did so.

D To what extent can fear play a part in persuasion? One experiment involved public health leaflets on the dangers of tetanus infection. Some of the leaflets consisted almost entirely of frightening images of infected people, with a bit of information about infection, while some contained no images at all, only information about infection. Some included information on where people should go to get tetanus injections to protect themselves, while others only gave this information and nothing else. The outcome was that the greatest number of people who went for injections were those who had been given the leaflet with both frightening images and instructions on where to go

for injections. People who had been given the leaflets dealing only with infection did nothing. The conclusion was that fear paralyses people if no solution is offered, but if people are frightened and offered a solution they are motivated to take action.

E Research has also looked into the issue of restaurants persuading people who have booked to let them know if they are not going to turn up. This shows that getting people to promise to do something makes them more likely to do it than simply asking them to do it. If the restaurant asks people to call if they can't make it, 30% of them simply don't turn up and don't tell the restaurant. If, however, the restaurant asks them to call if they have to cancel and they reply that they will do so, only 10% fail to notify the restaurant in advance that they will not be coming.

F Another aspect of persuasion concerns getting someone to change their mind. Everyone knows how hard this can be. It's hard to prove to someone that a previous decision was wrong, and as people get older they get less and less willing to change their minds. This is because people want things to be consistent, they want their attitudes, statements, values and actions to follow a set pattern. The only way to persuade them to change is to acknowledge this by agreeing that the previous decision they made was a perfectly understandable one. This allows them to focus on your suggestion without feeling that their previous decision was wrong in any way. As a result, they may be persuaded to break out of their established pattern without feeling uncomfortable about doing so.

- In section **A**, the writer raises the question of whether or not _____.
 - business is different from other walks in life with regard to persuasion
 - persuasion is as important as people say it is
 - it is possible to generalize about how persuasion works
- The writer says that the instruction mentioned in section **B** _____.
 - sounds like a bad idea
 - was given by mistake
 - was necessary in the circumstances
- How did some people react to the instruction mentioned in section **B**?
 - Many of them bought more than one of the product.
 - Their interest in the product increased.
 - They bought something they didn't want.

- 4 In both of the studies mentioned in section C, _____.
- A some of the choices proved more attractive than others
- B the number of choices affected what people did
- C only a few people selected any of the choices
- 5 What is said about the leaflets mentioned in section D?
- A Some of them contained images that were not frightening.
- B Some of them contained images and information.
- C Some of them contained only images.
- 6 What did the experiment described in section D show?
- A Fear alone can prevent people from taking action.
- B Fear always causes people to take action.
- C Fear persuades people to take action more than information does.
- 7 The research described in section E involved _____.
- A asking people to do different things
- B making the same request more than once
- C people agreeing to a request
- 8 In section F, the writer says that trying to persuade people to change their minds can _____.
- A take longer with some people than with others
- B seem like a challenge to ordinary behaviour
- C fail for reasons that do not seem logical
- 9 The writer advises in section F that you should not _____.
- A discuss the other person's attitude in general
- B make your suggestion too strongly
- C criticize a previous decision
- 10 The writer's purpose in the article as a whole is to _____.
- A discuss a number of different forms of persuasion
- B advise the reader on how to get better at persuasion
- C compare the results of various research into persuasion

 10

- 2 Answer each question by putting in the correct section of the article (A–F). In which section of the article (A–F) are the following mentioned?

- 1 the effect of too much thinking being required ___
- 2 the number of people who don't take a certain action ___
- 3 the importance of telling people how to deal with a problem ___
- 4 the possibility that being good at persuasion is a natural skill that some people have ___
- 5 the way that people are usually invited to do something ___

 5Reading total 15**WRITING**

Choose one of the titles below and write approximately 250 words:

- You have been asked to write a review of a TV programme for a local English paper.
- You have been asked to write an essay with the title 'Sport at school is as important as any other subject.'
- You have been asked to write an article about how people's diets have changed over the last 30 years.

Writing total 10Reading and Writing total 25

LISTENING

1 Listen to five people talking about their journeys to work every day. Match the speakers (1–5) to what they mention in connection with their journey (A–H).

Speaker 1 Speaker 2 Speaker 3 Speaker 4 Speaker 5

- A the journey being unpredictable
 B moving to a different work location
 C other modes of transport being too complicated
 D being lucky
 E numbers of commuters increasing
 F having a low opinion of other commuters
 G other people changing the way they get to work
 H remaining calm despite a problem

 5

2 Listen to an interview about being an artist. Tick (✓) A, B, or C.

1 What question does the interviewer raise in his introduction to the interview?

- A How many people say 'I'm an artist'
 B Why people who say 'I am an artist' are often not believed
 C What entitles someone to say 'I am an artist'

2 Sophia says that if you believe that you are an artist, you should not _____.

- A talk about wanting to *be* an artist
 B lie about what you do for a living
 C allow other people's comments to discourage you

3 What is Sophia's advice if you have a job?

- A Think about your art while you're working.
 B Spend the minimum amount of time possible working.
 C Try to do some art while you're at work.

4 What does Sophia say about personal relationships?

- A Tell people that you are sorry you can't spend more time with them.
 B Be aware that your art causes you to change moods frequently.
 C Explain to people how important your art is to you.

5 Sophia says that meeting other artists will show you that _____.

- A it is possible to find people who like the art you create
 B people like you are able to make a living from their art
 C there are other people with the same attitude as you

 5Listening total 10

SPEAKING Student A

1 Ask your partner these questions.

- 1 What aspect of your personality would you most like to change?
- 2 What would you like to have more free time to do?
- 3 How careful are you with money?
- 4 How much do you know about art and famous artists?
- 5 What's the best journey you've ever taken?

2 Now answer your partner's questions.

3 Now talk about one of these statements, saying if you agree or disagree. Give reasons.

- 1 'Taking revenge on someone does not make you feel better.'
- 2 'It is better to read books than newspapers.'
- 3 'Travel does not necessarily teach you anything about other places.'

4 Now listen to your partner. Do you agree with him / her?

Speaking total 15Listening and Speaking total 25

 **End-of-course Test****SPEAKING Student B**

- 1 Answer your partner's questions.
- 2 Now ask your partner these questions.
 - 1 What are your strengths and weaknesses in English?
 - 2 What sounds do you most associate with your childhood?
 - 3 How materialistic do you think you are?
 - 4 How much travelling would you like to do in your life?
 - 5 What do you think the life of a celebrity chef is like?
- 3 Listen to your partner. Do you agree with him / her?
- 4 Now talk about one of these statements, saying if you agree or disagree. Give reasons.
 - 1 'Money is more important than love.'
 - 2 'People should enjoy themselves rather than worry about their health.'
 - 3 'Every child should have a pet.'

Speaking total 15Listening and Speaking total 25

End-of-course Test Answer Key

Grammar, Vocabulary, and Pronunciation

GRAMMAR

- 1**
- 1 have...been going out
 - 2 had to
 - 3 rang
 - 4 didn't use to
 - 5 has been / was
 - 6 to help
 - 7 hadn't given
 - 8 waited
 - 9 have planned
 - 10 'd / had woken up
 - 11 playing
 - 12 to be / to have been
 - 13 was living
 - 14 saw
- 2**
- 1 though
 - 2 spite
 - 3 According
 - 4 would
 - 5 have
 - 6 only
 - 7 any
 - 8 words
 - 9 ought
 - 10 smell
 - 11 does
 - 12 so
 - 13 much
 - 14 many
- 3**
- 1 yourself
 - 2 may
 - 3 bound to
 - 4 will I
 - 5 saying
 - 6 help
 - 7 as if
 - 8 have gone
 - 9 What
 - 10 does
 - 11 more and
 - 12 coffee

End-of-course Test Answer Key

VOCABULARY

- 4**
- 1 wordplay
 - 2 to omit
 - 3 an idiom
 - 4 to transcribe
 - 5 tedious
 - 6 to whisper
 - 7 a mortgage
 - 8 a loan
 - 9 to overthrow
 - 10 to postpone
- 5**
- 1 nod
 - 2 lowly
 - 3 tongue
 - 4 tolerant
 - 5 up
 - 6 blend
 - 7 job
 - 8 stepsister
 - 9 killed
 - 10 shock
- 6**
- 1 by
 - 2 click
 - 3 captured
 - 4 gun
 - 5 round
 - 6 out
 - 7 cut
 - 8 bite
 - 9 sliced
 - 10 melted
- 7**
- 1 celebration
 - 2 partnership
 - 3 Apparently
 - 4 wounded
 - 5 historian
 - 6 survival
 - 7 outnumbered
 - 8 underestimated
 - 9 outdoor
 - 10 strength

PRONUNCIATION

- 8**
- 1 buzz

End-of-course Test Answer Key

- 2 hiss
- 3 tedious
- 4 impressive
- 5 troops
- 6 put off
- 7 comfort
- 8 donation
- 9 charge
- 10 yell

- 9
- 1 maternity
 - 2 nuclear
 - 3 figure
 - 4 trouble
 - 5 afford
 - 6 income
 - 7 withdraw
 - 8 defeat
 - 9 captivity
 - 10 poached

Reading and Writing

READING

- 1
- 1 C
 - 2 A
 - 3 B
 - 4 B
 - 5 B
 - 6 A
 - 7 C
 - 8 B
 - 9 C
 - 10 A

- 2
- 1 C
 - 2 E
 - 3 D
 - 4 A
 - 5 B

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End-of-course Test Answer Key

or is it simply a matter of instinct and personal experience? Researchers have looked into different aspects of persuasion and come up with some interesting results.

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End-of-course Test Answer Key

attitudes, statements, values and actions to follow a set pattern. The only way to persuade them to change is to (9) acknowledge this by agreeing that the previous decision they made was a perfectly understandable one. This allows them to focus on your suggestion without feeling that their previous decision was wrong in any way. As a result, they may be persuaded to break out of their established pattern without feeling uncomfortable about doing so.

WRITING

Student's own answers.

Task completion: The task is fully completed and the answer easy to understand. (4 marks)

Grammar: The student uses appropriate structures to achieve the task. Minor errors do not obscure the meaning. (3 marks)

Vocabulary: The student uses a sufficient range of words and phrases to communicate the message clearly. (3 marks)

Listening and Speaking

LISTENING

- 1 1 F
2 D
3 A
4 C
5 H

- 2 1 C
2 A
3 B
4 C
5 C

SPEAKING

Interactive communication and oral production: The student communicates effectively with his / her partner, asking and answering simple questions, and where necessary initiating conversation, and responding. The student uses appropriate strategies to complete the task successfully. (10 marks)

Grammar and Vocabulary: The student uses a sufficient range of vocabulary and structure to communicate clearly. Minor occasional errors do not impede communication. (5 marks)

Pronunciation: The student's intonation, stress, and articulation of sounds make the message clear and comprehensible. (5 marks)

END-OF-COURSE TEST

Listening 1

- Speaker 1** I cycle to work every day. I used to drive, but I got fed up with all the traffic. I was getting to work in a very stressed out state every day and it wasn't doing me any good. So I decided to ditch the car and take up cycling. I've never regretted it. I've got a really good bike and I put on my cycling gear every morning and rather enjoy my journey to work. It keeps me fit and of course it's much quicker. As I whizz past all the motorists in the terrible queues, I must admit I think 'You fools!' They all look so miserable and frustrated. They're all worried they're going to be late, just like I used to. It's a terrible way to start each day and of course you end it that way too. Now I'm home much earlier than I used to be as well.
- Speaker 2** I get the train to work every day, like lots of the other people who work where I do. Most people complain about the rail service here, and someone's late every day because their train was delayed or cancelled. And the trains are usually very overcrowded too. Lots of people spend an hour or so packed in with loads of other people – they have to stand all the way there and all the way back because they can't get a seat. That's awful, but fortunately I don't have any of that. Not that many people commute into the city from where I live so I always get a seat and actually I rather enjoy the journeys. I can read, maybe do a bit of work in preparation for that day, or just sit and think. It gives me some breathing space.
- Speaker 3** I get the bus to work because it's not that far from where I live and the buses come very regularly. I quite like travelling by bus but the problem is that I can never be quite sure how it's going to turn out. I started off getting the bus at a certain time and it was fine, but then there were all sorts of roadworks and other delays and I turned up late quite a few times. So then I started getting an earlier one and that was fine for a while, but then even that one got me there a bit late. Then I started leaving even earlier and sometimes I got to work before everyone else and had to wait around! It's so hard to judge because the journey time varies so much on different days. Some days there's not much traffic and it goes quickly, other days there are all sorts of hold-ups and it takes ages.
- Speaker 4** I walk to work every day, even though it takes me about an hour. I work on the opposite side of the city from where I live and you wouldn't think it would be much of a problem to do that by public transport, but actually it is. I tried buses and trains, but I had to change from one to the other so many times that it took about an hour and I got fed up with all the hassle. So I started walking and I really like it. I can take all sorts of interesting routes – my favourite is the walk along the canal. I get to see bits of the city that other commuters never see. It's much better than being stuck on a bus or a train and of course it's very good exercise. So I started doing it because it seemed like the only sensible thing to do and now I'm really glad things have turned out that way.
- Speaker 5** I drive to work every day. I could take the train and it's possible that would be quicker, but it's quite a long walk from the station to my office so I prefer to drive and park at the office. Door to door it takes about an hour, and most of that is spent in gridlocked traffic. The congestion is terrible and I start my day in jams, inching forward bit by bit. If there was no traffic, that journey would take about ten minutes! Lots of people hate that sort of thing, but I don't mind it. I quite like sitting in the car – I have the radio on and listen to the news or sometimes I have some music on, and I find the journey quite relaxing. I leave home in plenty of time, and I expect to get stuck in traffic, so I don't get frustrated or stressed.

END-OF-COURSE TEST

Listening 2

Interviewer If someone says to you 'I'm an artist', do you know exactly what that means? Does it necessarily mean that they're making their living from the art they make, that it's their full-time job, that people buy what they produce, that their work features in exhibitions? My guest is artist Sophia Pearce, who has her own views on this. Sophia, what do you think is required for someone to consider themselves an artist?

Artist It's about your attitude to your art as much as anything else. Even if you aren't actually making a living from it, even if you've got a job in a completely different field, you can still think of yourself as being first and foremost an artist. If creating art is your greatest passion in life, the centre of your own sense of your identity, then in my opinion, you're an artist.

Interviewer But how does that work in practical terms?

Artist Well, if your sense of yourself revolves around your ability to create art, you must put it first in all aspects of your life. First of all, tell people 'I'm an artist', don't say things like 'I'm artistic' or 'I'd like to be an artist' or 'I have a full-time job but I like to paint'. Don't say 'I work in advertising' or 'I'm an accountant' or whatever your job is, say 'I'm an artist'. Nobody will take you seriously as an artist unless you say that's what you are.

Interviewer But what if having a job means you don't have much time for your art?

Artist You have to set aside a lot of time outside work to be creative. Otherwise you'll go mad! Don't work any more hours in your job than you have to, or maybe change to working part-time. Even if you're not making much money from it, art has to be a real occupation for you. Other work has to come second.

Interviewer If you're putting art first, how does that affect your personal relationships?

Artist You have to put it first or you won't be any good to anyone. You'll be frustrated, unhappy, resentful, and no fun to be around. Tell friends and family that you need to spend a lot of your time working on your art instead of socializing or being with them. Don't be defensive about this. Just make it clear that you take your art seriously and need time to do it. They'll develop a respect for your commitment and they'll realize how important being creative is to you.

Interviewer Sounds like a rather lonely existence though.

Artist It doesn't have to be. You should get involved in the community of artists where you are. Go to art events, join organizations, meet other artists. If you spend time with like-minded people, you'll feel encouraged and it will confirm for you that you're part of a world of people doing something entirely valid. And it will provide you with contacts and information that might help you to sell your work, and lead to opportunities you might otherwise not know about.