

# WORKBOOK • ANSWER KEY

## LEAD-IN

**1A**  
DVD, phone, chocolate, bus, football

o	oo	oD	ooD
phone	chocolate	hotel	DVD
bus	football		

**2A**  
1 four, 3 (across) three, 3 (down) two, 4 eight, 5 (across) six, 5 (down) seven, 6 one, 7 nine, 8 ten, 9 five

**B**  
1 10, 3, 7, 4, 1, 5, 9, 4, 5

**3A**  
2 Sorry, which page?  
3 Can you repeat that, please?  
4 What's another in English?  
5 Can you say it, please?  
6 Sorry, I don't know.

**B**  
2 What's another in English?  
3 Sorry, which page?  
4 Can you repeat that, please?  
5 Sorry, I don't know.  
6 Can you say it, please?

**4**  
1 Goodnight, 3 Hello, 4 Good evening, 5 Good afternoon, 6 Hi

## UNIT 6

### 6.1

**1A**

P	H	A	R	H	A	C	Y	I	M
R	E	S	T	A	U	R	A	N	T
S	N	A	C	K	C	T	R	T	A
H	W	I	A	P	H	O	N	E	C
A	F	K	F	L	K	L	W	R	A
C	W	Z	E	S	A	M	R	N	S
H	O	T	E	L	T	B	L	E	H
I	W	N	I	A	G	E	N	T	S
N	S	Y	W	G	C	N	E	W	S
E	E	V	Y	P	A	Y	E	A	R

**B**  
1 internet café, 3 hotel, 4 payphone, 5 newspaper's, 6 cash machine, 7 restaurant, 8 pharmacy

**C**  
1 hotel, payphone, restaurant, 2 newspaper's, cash machine, pharmacy

**2**  
1 There's a cash machine but there isn't a money exchange.  
2 There's a restaurant but there aren't any waters.  
3 There aren't any buses but there are taxis.  
4 There isn't a computer but there's a printer.  
5 There are five men but there aren't any women.

**3**  
2 Is there an internet café?  
b) No, there isn't.  
3 Are there any payphones?  
c) Yes, there are.  
4 Are there any cash machines?  
d) No, there aren't.  
5 Is there a newspaper's?  
e) Yes, there is.  
6 Are there any toilets?  
f) Yes, there are.  
7 Is there a hairdresser's?  
g) No, there isn't.  
8 Is there a café?  
h) Yes, there is.

**4A and B**  
The train station is in Spain.

**C**  
b) 2, c) 4, d) 5, e) 3

**D**  
2 They are both near water.  
3 They are both old. There are places to eat in both stations.

**5A**  
There are two emails.

**B**  
My computer is big, my desk is small and my office is cold. W  
Are you free on Friday evening? F  
Jim F  
Derrick Jameson W  
Please get me a small computer, a big desk, and a new sweater. W  
Love, F  
Is 8 o'clock OK? F  
Let's have dinner at the Chinese restaurant. F  
Dear Ms Clements, W  
I am happy in my job but there's a problem. W

**C**  
1 Hi Lesley,  
Are you free on Friday evening? Let's have dinner at the Chinese restaurant. Is 8 o'clock OK?  
Love,  
Jim  
2 Dear Ms. Clements,  
I am happy in my job but there's a problem. My computer is big, my desk is small and my office is cold. Please get me a small computer, a big desk, and a new sweater.  
Regards,  
Derrick Jameson

### 6.2

**1A**  
plane, train, car, motorcycle, bus, bike, underground

**B**  
1 car, bus, 2 motorcycle, bike, 3 plane, train, bus, underground, 4 bike, motorcycle, 5 train, bus, underground

**2A**  
1 a taxi, 2 a plane, 3 a bus  
**B**  
1 b) New Zealand, c) don't know, 2 d) white, 3 445, 4) hot, 3 g) Old Street, h) two, 5) five

**C**  
1 A, OK, 2A, hotel, B, know, 3 two, 4 know, 5 drink, 6 city, 7 fifty, 8 know  
**3**  
2 are a lot of, 3 aren't any, 4 's a, 5 is, a, 's an, 6 are some

**4A**  
2 some, 3 any, 4 a lot of, 5 an, 6 any, 7 an, 8 an, 9 some, 10 some, 11 a lot of, 12 any

**B**  
1 a café or a snack bar, 2 a newspaper's, 3 a school

**5A**  
2 Some words on this page have four letters.  
3 There are some names of people on the page.  
4 There aren't any words with twelve letters.  
5 This sentence doesn't have a letter 'B' in it.  
6 There aren't any numbers on the page.

**B**  
1 ✓, 2 ✓, 4 ✓

### 6.3

**1A**  
2 ticket office, 3 return ticket, 4 passenger, 5 monthly pass, 6 gate

**C**  
1 Four: single ticket  
2 Four: ticket office  
3 Four: return ticket  
4 Three: passenger  
5 Three: monthly pass  
6 One: gate

**2A**  
**B:** Single return or return?  
**A:** Return, please.  
**B:** For today!  
**A:** Sorry, no, on for tomorrow.  
**B:** When When do you want to go?  
**A:** At In the afternoon.  
**B:** And when would do you want to come back?  
**A:** On Friday, when in the morning.  
**B:** OK, that's eighty-three dollars.  
**A:** When What time's the bus?  
**B:** There's one at quarter to nine.  
**A:** When does it arrive at in Canberra?  
**B:** At quarter to eleven.  
**A:** Thanks a lot.

**3A**  
2 No, forty-five, 3 No, gate five-eight, 4 No, a quarter past five, 5 No, five four

**4A**  
2 fast, 3 popular, 4 noisy, 5 expensive, 6 dangerous, 7 quiet, 8 crowded, 9 safe  
Answer to the problem: 'Stay at home'.

# Pearson Education Inc 5 Answer Key Math

**Raymond H. Clines, Elizabeth R. Cobb**

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web advertising sales promotion and sales management are an integral part of taking any product or service to the market

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web nov 14 2023 a sales promotion is a marketing strategy in which a business uses a temporary campaign or offer to increase interest or demand in its product or service there are many reasons why a business may choose to use a sales promotion or promo but the primary reason is to boost sales

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web 1 advertising and sales promotion unit i introduction advertizing is only one element of the promotion mix but it often considered prominent in the overall marketing mix design its high visibility and pervasiveness made it as an important social and enconia topic in indian society

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web the marketing communications mix also called the promotion mix consists of four major tools advertising personal selling sales promotion and public relations each tool has its own unique characteristics and costs

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web in a push strategy the promotional mix would consist of trade advertising and sales calls while the advertising media would normally be weighted towards trade magazines exhibitions and trade shows while a pull strategy would make more extensive use consumer oriented advertising and sales promotions while the media mix would be

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web between the covers the book discusses the entire marketing communication package consisting of advertising publicity public relations direct marketing and sales promotion apart from mass communication person to person communication in the form of personal selling is also covered in sufficient details

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web marketing implementation companies have typically hired different agencies to help in the development of advertising sales promotion and publicity ideas however this often results in a lack of coordination between elements of the promotion mix when components of the mix are not all in harmony a confusing message may be sent to consumers

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web learn about buying behavior sales promotions are a great strategy that helps businesses learn about the purchasing pattern of their customers enhancing sales with an innovative sales promotion technique sales teams can drive up a considerable amount of revenue by enhancing sales earning loyalty

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web it includes tools for consumer promotion trade promotion business sales force promotion rapid growth a decade ago ad to sales promotion ratio was about 40 60 now is like 25 75 growing this is due to managers need to increase sales internal some external causes like the of brands has increased seen as similar competitors

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