

**The Q Classroom**

Activity A, p. 90

1. Answers will vary. Possible answer: My neighbor owns a family business. It's a dry cleaners. I think it's successful because it is usually busy. I don't know if it makes a lot of money, though.
2. Answers will vary. Possible answer: This is probably a father and son who work together in a family business. For a boat shop to be successful, it probably needs to be near a river, a lake, or the ocean.

Activity B, p. 91

1. Sophy's uncle's business is successful because it's the only place in the area where you can get Persian food.
2. Answers will vary.

**PREVIEW THE UNIT**

Activity A, iQ Online Resource

1. b
2. a
3. c
4. d

Activity B, iQ Online Resource

Answers will vary. Possible answers:

1. When I was young, my grandparents lived with us for many years. It was nice to always have them at home.
2. My friend's father works very hard and travels a lot. I think it is difficult for my friend because he wants his father to be home more often.

**READING 1**

**PREVIEW THE READING**

Activity A, pp. 92–93

1. courage
2. design

3. expert
4. unity
5. expand
6. strength
7. corporation
8. manage

Activity C, p. 93

Answers will vary.

Activity D, p. 93

Answers will vary. Possible answer:

I wouldn't like to work in a family business. My sister and I don't always agree. I think we would fight too much. In order for a family business to succeed, family members have to be able to work together without getting frustrated.

**READING SKILL**

Activity B, p. 93

Answers will vary. Possible answer:

Abdullah Al Hamad Al Zamil started a business. His sons were part of the business. They were modest and worked hard. The family business is now a huge corporation. While it's hard for a family business to be strong for many years, the Zamil family business is successful.

Activity C, p. 94

1. Reading 2
2. Reading 1
3. Reading 2
4. Reading 1 and Reading 2
5. Reading 2

**WORK WITH THE READING**

Activity B, p. 95

1. b
2. a
3. c

Activity C, p. 96

1. 3
2. 5

3. 4
4. 1
5. 2

Activity D, p. 96

1. trading
2. food
3. textiles
4. expand
5. successful
6. invented
7. design
8. honest
9. risks
10. corporation

Activity E, pp. 96–97

1. He was 19.
2. Their success is thanks to strong family relationships, a feeling of unity, and sharp business sense.
3. He taught them to be modest, honest, hardworking, and respectful, and to take risks from time to time.
4. They wanted to expand their business.
5. No. They are separated to keep the company strong.

Activity F, p. 97

- a. 3
- b. 5
- c. 8
- d. 2
- e. 1
- f. 7
- g. 4
- h. 6

**WRITE WHAT YOU THINK**

Activity A, B, p. 97

1. Answers will vary. Possible answer: Family unity, sharp business sense, hard work, expertise in new

technologies, and keeping owners and managers separate helps the Zamil family have a successful business.

2. Answers will vary. Possible answer: When I work with a group of people, I am a good listener. I like talking with people, and I am curious about what they think. I help each person participate. I'm also a good writer, so I often take notes for the group.

**READING 2**

**PREVIEW THE READING**

Activity A, pp. 98–99

1. b
2. b
3. a
4. a
5. a
6. b
7. a
8. b
9. b
10. a

Activity C, p. 99

Paragraph 4

Activity D, p. 99

Answers will vary. Possible answers:

A family business might not be successful because it isn't carefully planned. It might be poorly managed. Family members might not have clear responsibilities.

**WORK WITH THE READING**

Activity B, p. 101

1. F Seventy percent of family businesses fail, and the owners cannot pass down the businesses to their sons and daughters.
2. T
3. T

4. F Love is not enough to run a family business.
5. F The family let people outside of the family manage the newspaper.

Activity C, pp. 101–102

1. 85; 30; 20

2. First pie chart:

15%: Businesses that are not family-owned

85%: Family-owned businesses

Second pie chart:

70%: Family-owned businesses that fail within 20 years

30%: Family-owned businesses that will last more than 20 years

Activity D, p. 102

Answers may vary. Possible answers include:

Family members do not have clear responsibilities

Families are not realistic about the dreams and goals of the younger generations.

### WRITE WHAT YOU THINK

Activity A, p. 102

1. Answers will vary. Possible answer: Advantages: Everyone has a stake in the businesses success. You can trust your family. Disadvantages: It can lead to some disagreements in the family. Some family members may take advantage of the situation.
2. Answers will vary. Possible answer: Small businesses can't afford rent. There aren't enough customers, and the businesses don't make enough money.

Activity B, p. 102

1. Answers will vary. Possible answer: Unity and respect for each other's strengths are the keys to making a family business successful.
2. Answers will vary.

### VOCABULARY SKILL

Activity A, p. 103

1. advice, darkness, furniture, happiness, information, luggage, news, police, traffic
2. a. analyses; b. cacti/cactuses; c. children; d. lives
3. a. broke down; b. burst into; c. shone at

### WRITING SKILL

Activity A, p. 105

1. Many workers today have different options about how and where they work.
2. There are four supporting sentences. Thanks to technology, some people can live far away from their offices and work from home. Computers and the Internet make it possible for individuals to telecommute—that is, to use the telephone and technology to get their work done without being in the office. In addition, since most computers now have microphones and video cameras, it is easy to have a meeting even when people are far away from each other. Now if someone gets a new job, they may not have to move to a new city.
3. Yes, all of the sentences are about the same idea.

Activity B, p. 105

1. People from the same family are sometimes quite different. Perhaps the father is usually quiet, while the mother is likely to be noisy. Brothers and sisters can also have very different personalities. ~~Two brothers might both be very funny.~~ There can

also be large differences in appearance. Some family members may be tall, while others are short. ~~Perhaps they have similar hair or faces.~~ As you can see, family members may not be very similar at all.

2. There are many keys to running a successful business. First, it is important to be sure that your business is in the right location. You want enough people to come and shop there. Many businesses fail in their first few years because they are in a poor location. A good advertising plan can also be helpful. Besides that, you must be sure that the prices are not too high or too low. ~~If you lose money, you can borrow from a bank. My uncle did that during the first two years of his business.~~ If you do everything right, your business can be a big success.

Activity C, p. 106

1. First
2. Next / In addition
3. For instance
4. In addition / Next
5. Obviously
6. Finally

Activity D, p. 106

1. The writer is going to start a new horseback riding school.
2. There are four transition phrases: *also; in addition; for example; finally*
3. Yes. All of the ideas help support the main idea.
4. Answers will vary.

Activity E, p. 107

Answers will vary.

Activity F, p. 107

Answers will vary.

### GRAMMAR

Activity A, p. 109

1. simpler
2. safer
3. clearer
4. prettier
5. bigger
6. more realistic

Activity B, p. 109

Adjective	Comparative	Superlative
healthy	healthier	the healthiest
exciting	more exciting	the most exciting
close	closer	the closest
easy	easier	the easiest
good	better	the best
calm	calmer	the calmest
busy	busier	the busiest
low	lower	the lowest

Activity C, p. 110

1. more successful
2. more responsible
3. more intelligent
4. friendlier
- faster
- more realistic

Activity D, p. 110

Answers will vary. Possible answers include:

1. Basketball is the most interesting sport to watch.
2. Pho is the most delicious food in the world.
3. Spring is the most beautiful season in the year.
4. Soccer is the most difficult sport to play.
5. Petra is the most famous place in my country.
6. Microsoft is the most successful company in the world.

**UNIT ASSIGNMENT**

**PLAN AND WRITE**

Activity A, iQ Online Resource

Answers will vary.

Activity B, iQ Online Resource

Answers will vary.

Activity C, iQ Online Resource

Answers will vary.