

# 13

## Trends, graphs and figures: Exercises

### 13.1 Match each phrase on the left with its closest synonym (same meaning) on the right.

- |                |                |
|----------------|----------------|
| 1 drop by 50%  | a) deteriorate |
| 2 rise by 100% | b) recover     |
| 3 get better   | c) double      |
| 4 get worse    | d) raise       |
| 5 bounce back  | e) expand      |
| 6 grow         | f) lower       |
| 7 put up       | g) halve       |
| 8 bring down   | h) improve     |

### 13.2 Match each verb on the left with its closest antonym (opposite meaning) on the right.

- |             |               |
|-------------|---------------|
| 1 rise      | a) plummet    |
| 2 raise     | b) be flat    |
| 3 take off  | c) bottom out |
| 4 expand    | d) fall       |
| 5 fluctuate | e) lower      |
| 6 peak      | f) shrink     |

### 13.3 Complete each sentence with a phrasal verb from the box.

*bounce back   bottom out   bring down   level off*  
*pick up   put up   slip back   take off*

- If your prices are too high, you have to \_\_\_\_\_ them \_\_\_\_\_.
- If your prices are too low, you have to \_\_\_\_\_ them \_\_\_\_\_.
- If sales reach their lowest level, they \_\_\_\_\_.
- If sales recover after a period of downward movement, they \_\_\_\_\_.
- If sales go up a little after being flat for some time, they \_\_\_\_\_.
- If sales go up a lot after being flat for some time, they \_\_\_\_\_.
- If profits were going up – or down – and then become stable, they \_\_\_\_\_.
- If profits go down a little after a period of growth, they \_\_\_\_\_.

### 13.4 Underline the correct words in italics.

- The verbs 'rise' and 'grow' are similar. However, *rise / grow* is more common for longer periods of time, and where there is a total increase in size (eg describing the economy).
- The phrasal verb 'grow up' refers to the change from being a child to being an adult. It *can also / cannot* be used to refer to things like profits, the economy.
- The phrasal verb 'fall down' refers to movement towards the ground. It *can also / cannot* be used to refer to things like sales, profits.

- We can 'raise / lower' prices or 'put up / bring down' prices. However, the *first two examples / last two examples* are slightly more formal, and can refer to a change in the level or standard of something as well as prices.

### 13.5 Put a tick (✓) if the sentence is possible. Put a cross (X) if it is not. The answers depend on whether the verb is transitive, intransitive or both.

- We cut costs by 5%.
- We fell costs by 5%.
- Profits cut by 5%.
- Profits fell by 5%.
- We raised prices by 2%.
- We rose prices by 2%.
- Inflation raised by 2%.
- Inflation rose by 2%.
- We increased sales by 4%.
- Sales increased by 4%.
- We went up market share by 3%.
- Market share went up by 3%.

### 13.6 The -ing form of many verbs can be used as an adjective, eg *an increasing demand for oil*. Make adjectives from the verbs in the box using the information in brackets.

*expand   grow   rise   ~~shrink~~   soar*

- a shrinking budget (decreasing in size)
- an \_\_\_\_\_ business (increasing in size)
- a \_\_\_\_\_ problem (increasing over a long period)
- \_\_\_\_\_ inflation (increasing)
- \_\_\_\_\_ costs (reaching a very high level)

### 13.7 Fill in the missing letters in these adverbs using the information in brackets.

Sales increased ...

- ra pid ly (quickly)
- gr \_\_\_\_\_ lly (slowly and by small amounts)
- st \_\_\_\_\_ ily (in a constant, regular way)
- sli \_\_\_\_\_ ly (a little)
- mar \_\_\_\_\_ lly (fractionally)
- sig \_\_\_\_\_ ly (in a large and noticeable way)
- sh \_\_\_\_\_ ly (suddenly and by a large amount)
- dr \_\_\_\_\_ lly (suddenly and surprisingly)

**Note that 'dramatically' can refer to both good and bad changes (unlike in many Latin languages).**

**13.8** Put a tick (✓) if the sentence makes sense. Put a cross (X) if it does not.

- 1 Profits have risen steadily over recent years.
- 2 Sales plummeted marginally in July.
- 3 The price of oil soared gradually last year.
- 4 Share prices dropped back slightly last week.
- 5 Unemployment numbers levelled out sharply.

**13.9** Write the nouns for these verbs. Sometimes the form is the same.

- |                     |                  |
|---------------------|------------------|
| 1 cut _____         | 6 improve _____  |
| 2 deteriorate _____ | 7 increase _____ |
| 3 fall _____        | 8 recover _____  |
| 4 grow _____        | 9 reduce _____   |
| 5 halve _____       | 10 rise _____    |

**13.10** Rewrite the 'verb + adverb' sentences as 'adjective + noun' sentences.

- 1 Sales fell slightly.  
There was a slight fall in sales.
- 2 Profits rose steadily.  
We saw a \_\_\_\_\_ in profits.
- 3 The economy improved gradually.  
There was a \_\_\_\_\_ in the economy.
- 4 We need to reduce costs sharply.  
We need to see a \_\_\_\_\_ in costs.

**13.11** Underline the correct words.

- 1 I'd like you to look at the blue segment on this next *bar chart / pie chart*.
- 2 I'd like to draw your attention to the *heading / title* at the top of each column of this table.
- 3 I'm sorry, the *heading / title* of this next slide is off the screen, but at least you can see the graph.
- 4 The horizontal axis is *marked with / labeled with* the months of the year.
- 5 Sales growth has been very rapid – as you can see from the *steep / shallow* slope of this graph.

**Speaking / Writing practice**

- Prepare two graphs. They could be about your company (sales, profits, costs, etc) or your country (inflation, unemployment, house prices, etc). You could take graphs from an article on the Internet or in print, in English or in your own language. Remember to label the two axes.
- Speaking practice 1. Tell a partner about the graphs. Your partner should ask for more information (eg 'I'm sorry, can you explain that again?' 'What were the reasons for that?').

**13.12** It is very common to use approximate figures – particularly in speech. Match each approximate figure a)–p) to an exact figure 1–6 below.

- |                      |                                   |
|----------------------|-----------------------------------|
| a) just over 150     | i) far less than 150              |
| b) around 150        | j) way, way over 150              |
| c) just short of 150 | k) nowhere near 150               |
| d) roughly 150       | l) slightly more than 150         |
| e) not quite 150     | m) somewhat more than 150         |
| f) almost 150        | n) 150 give or take a little      |
| g) some 150          | o) somewhere in the region of 150 |
| h) 150 or so         | p) nothing like as much as 150    |

- |              |                                     |                          |                          |
|--------------|-------------------------------------|--------------------------|--------------------------|
| 1 90         | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> |
| 2 146        | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> |
| 3 154        | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4 190        | <input type="checkbox"/>            |                          |                          |
| 5 240        | <input type="checkbox"/>            |                          |                          |
| 6 140 to 160 | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> |

**13.13** Fill in the gaps with a preposition where necessary (in one case there is no preposition). Choose from: *at, between, down, from, in, into, of, on, to, with*.

- 1 Last year sales rose \_\_\_\_\_ €7m \_\_\_\_\_ €7.5m. So that's an increase \_\_\_\_\_ €0.5m.
- 2 Last year there was an increase \_\_\_\_\_ sales \_\_\_\_\_ 8%.
- 3 Our market share now stands \_\_\_\_\_ 28%.
- 4 One \_\_\_\_\_ five (= one out of every five) of our products never makes a profit.
- 5 Two million \_\_\_\_\_ euros were spent on television advertising.
- 6 Unemployment figures have been relatively stable for some time, fluctuating \_\_\_\_\_ 4.3% and 4.6%.
- 7 There hasn't been much movement \_\_\_\_\_ the unemployment figures for some time.
- 8 Sales rose \_\_\_\_\_ line \_\_\_\_\_ predictions.
- 9 From January 1st to now, sales have gone up by €0.5m. So that's a year- \_\_\_\_\_ -date increase of 8%.
- 10 Over the last twelve months, sales have gone up by €0.5m. So that's a year- \_\_\_\_\_ -year increase of 8%.
- 11 In this pie chart, sales are broken \_\_\_\_\_ by region.
- 12 In this pie chart, the whole country is divided \_\_\_\_\_ five regions.

- Speaking practice 2. Regroup and work with a new partner – you are going to repeat the exercise and explain the graphs again. This time speak slowly and focus on accuracy rather than fluency. Take a moment to review pages 56–57 before you begin.
- Writing practice. Write a short report based on the two graphs.