

STUDY UNIT 10

Position and Movement 35

- Back and forth • Every other/second • In lieu of • In place of • In turn • To vary from ... to

STUDY UNIT 11

Degrees of Difficulty and Probability 36

- At will • For sure • In all probability • In any case • It's as simple as that • No problem
- Of course • To rule out • A safe bet • To stand to • To take place

STUDY UNIT 12

Effective Methods 38

- To allow for • Better safe than sorry • Bit by bit • To carry out • To check over • A dry/dummy run • In depth • In detail • The ins and outs
- To keep an eye on • To look into • To make sure/certain • To plan/think ahead • To take care (not) to • To think out • To try out

PRACTICE SECTION C

A Technical Demonstration 41

STUDY UNIT 13

Ineffective Methods 48

- At random • By trial and error • To cut corners • Hit and miss • The line of least resistance • A short cut • A soft option • To take a chance • To take the easy way out • To take/run risks

STUDY UNIT 14

Progress 50

- All systems go • To break new ground
- To break the ice • To break through • To come up with • To forge ahead • To get to first base
- To make headway • To make progress • To open doors • A step forward • To take shape • To take a step

STUDY UNIT 15

Problems and Solutions 53

- All or nothing • Back against the wall
- To compete against • To cope with • To cut one's losses • A drawback • To face up to
- In the last resort • A long shot • To make do with • Make or break • On the blink • To run/be up against • To save the situation • A snap decision • The tip of the iceberg • Without fail • Worth doing

STUDY UNIT 16

Positive Results 56

- To bear fruit • The end product • For sale
- In the black • To make a profit • To make money • To make ... work • To pay dividends • To pay one's way • To pull off • To take effect

PRACTICE SECTION D

Evaluation and Action 58

STUDY UNIT 17

Negative Results 67

- To be/go out of action • To break down
- A dead end • Dud • To go dead • To go wrong • In the red • In vain • To make a loss • To pay the penalty/price • To reach a stalemate • To be/fall short of • To take the consequences • A vicious circle

STUDY UNIT 18

Tactics 70

- To back down • To back out • To break off
- To keep one's options open • To lay it on the line
- To mean business • To play ball • To put pressure on • To rely on • To soften up • To stand/stick out for • To take a firm line/stand
- To talk out of • To talk round • To withdraw from

STUDY UNIT 19

Attitudes Opinions and Discussion 73

- To argue against • To be against • The ball is in your court • To change one's mind • The facts speak for themselves • To get across • To get one's priorities right • To have an open mind
- In my opinion • To insist on • To make one's point • To make clear • A matter of fact • To point out • To put the record straight • To be taken aback • To take the long view • To take the view that • To talk over

STUDY UNIT 20

Developing Ideas and Arguments 76

- As we have seen • As well as • To begin/start with • By the same token • By the way • In addition to • In other words • In passing • In the first place • In the same way • To put it (differently) • What is more

PRACTICE SECTION E

A Presentation 78

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- As far as it goes • At cross purposes • To be beside the point • A credibility gap • To have doubts about • A matter of opinion • On the contrary • Out of the question • To pass the buck • To shift the blame/responsibility • To split hairs • Up to a point • A value judgement

STUDY UNIT 22**Conditions 89**

- As long as • In case • It/that depends on
- Whether remains to be seen • On condition that

STUDY UNIT 23**Logic and Reason 90**

- To account for • Common sense • To hold water • To make sense • To prove the case/point • To tie in with

STUDY UNIT 24**Balancing Arguments 91**

- Either way • For and against • On balance • On the one hand ... on the other hand • The pros and cons • To take into account/consideration • To weigh up

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- At first sight/glance • At a glance • To be in the dark • To be in the picture • Crystal clear
- A first impression • To leave open • On the face of it • On second thoughts • On the surface
- A second opinion • To see the light • To see reason • To sleep on it • To throw light on it • Wise after the event • With hindsight

STUDY UNIT 26**Summarising 102**

- All in all • A bare outline • In brief
- In effect • In essence • In a nutshell • In a word • The long and the short of it • That is (to say)

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- To agree on/to/with • To be in line with
- Common ground • To compromise • To do business with • To draw up • Give and take • To go along with • In agreement with • In so far as
- To make a deal with • To meet half way
- Off the record • On these lines • On these terms
- Other things being equal • To see eye to eye
- To settle one's differences • To smooth out
- To take note of • To take the point • To think over • To thrash out • What if...?
- Without prejudice

STUDY UNIT 28**Reasons for Decisions 108**

- The acid test • To base on • In/under the circumstances • In that case • In the final analysis • In the light of • In view of • On the basis of • On the grounds of

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