

SOLUTIONS UPPER-INTERMEDIATE 5

CULTURE 9:

**SHOPPING WITH A
DIFFERENCE**

PEGAH BAHOJB GHASEMI

B B C
RADIO





\$600

NO
DEAL

\$650
WITH A ONE-
YEAR
WARRANTY

LET'S
DO IT!

\$799

HAGGLE







CAR BOOT SALE: AN OUTDOOR SALE AT WHICH PEOPLE SELL UNWANTED POSSESSIONS, TYPICALLY FROM THE BOOTS OF THEIR CARS.





**ARE YOU
INTERESTED IN
BUYING WORKS
OF ART? WHAT
KIND?**



1 SPEAKING Work in pairs. Discuss the questions about the photos. Give reasons for your answers.

- 1 In which place are you more likely to find a bargain?
- 2 Which place do you think you can buy things from online?
- 3 In which place do you think you can haggle?







**JAMES
CHRISTIE
(AUCTIONEER)**





**JOHN
SOTHEBY
AUCTIONEER**

Works of art

'Going once ... going twice ... gone for \$179 million!'

¹ _____ were the words heard at Christie's auction house in May 2015 as a painting by Pablo Picasso became the world's most expensive painting ever sold at a public sale. Just another example of how Christie's, and its great rival Sotheby's, have become the world's experts in selling art to the extremely well- ² _____.

³ _____ was the French Revolution at the end of the 18th century that turned London into the centre of the international art trade, as Parisian collectors moved their works of art to the safer environment of ⁴ _____ British capital. Having just set up their own auction houses a ⁵ _____ years before, it was an incredible opportunity for James Christie and John Sotheby. The number of pieces of art in the city increased dramatically and ⁶ _____ Christie's and Sotheby's quickly established reputations ⁷ _____ important auctioneers, and soon dominated the London market.


Since then, the two companies have gone on to open offices in other countries and today they are the two biggest auction houses in the world. This ⁸ _____ created an intense rivalry as they try to achieve the status of being the world's number one. However, Christie's and Sotheby's haven't always fought each other. At the beginning of this century, it was discovered that the two companies were making a killing together by illegally controlling the prices of works of art and they ⁹ _____ fined £13 million.

Despite the damage that the court case did to their reputations, both houses have recovered and are now diversifying in what they sell and how they sell it. Apart from art, they now sell jewellery, watches, wine, classic cars and property, and all of it is auctioned through their websites. Both sites offer articles and videos on ¹⁰ _____ to buy and sell online at a live auction. Obviously, these are not sites for bargain hunters, but both auction houses have realised that 80% of the world's art is sold for \$5,000 or less. That means that the comfortably-off can now take part in an activity that was once considered only suitable for millionaires.

2 USE OF ENGLISH Complete the text about auction houses. Write one word in each gap.

3 Read the text again and explain the importance of the dates and numbers below.

£13 million 18th century 80% \$179 million

4  **4.27** Listen to a podcast. Answer the questions. Write CBS (car boot sale) or DSM (Dover Street Market).

Where can you ...

- 1 find something that most people don't use any more?

- 2 buy things that are different from the things available in most shops? _____
- 3 see work created by people who don't normally work in shops? _____
- 4 buy things that other people have used? _____
- 5 meet people who are looking for things to add to their own collections? _____
- 6 shop in an environment that is made to look like something else? _____

5  4.27 Listen again and choose the correct answers.

- 1 Alice is standing in a place where she can
 - a see people parking their cars.
 - b study what is going on.
 - c buy a car.
- 2 The man is at the car boot sale because he
 - a is a collector.
 - b wants to buy a record player.
 - c has no use for his vinyl records any more.
- 3 The girl has gone to the car boot sale because
 - a she hopes to do as well as a friend did.
 - b she bought a good desktop from the sale.
 - c her friend bought a mobile phone there.
- 4 The Dover Street Market
 - a takes place in a theatre.
 - b is indoors.
 - c always looks the same.
- 5 Both young people interviewed at Dover Street Market think
 - a there are lots of bargains available.
 - b it's expensive.
 - c the designs on sale are nothing special.

6 SPEAKING In pairs, recommend a place in your town where people can find bargains. Say where it is, when it is open and what type of things can be bought there.

ASSIGNMENT: SUMMARY

DEADLINE: WEDNESDAY