6 UNIT Reach an Agreement



WARM-UP

1. What kind of negotiating have you done in order to reach a compromise? This could be talking to your parents about whether you are allowed to go to a party or something more complex, such as negotiating for a change in your school or wider community.
2. Have you ever had to break up a family argument or a heated discussion between friends? If yes, how did you do this? If not, how would you do it?

READING

A. Skim-read an article about young people's negotiation skills without paying attention to the gaps. What are teenagers proving?

TIP

It is important to understand the role of connectors in a text. Words like *or, how, so, despite*, etc. connect phrases, clauses and sentences. In open cloze exercises, you will often fill in the gaps with connectors, as well as prepositions, articles and pronouns.

Youngsters Negotiate to Make the World a Better Place

Young people across the globe are proving their negotiation and conflict resolution skills. Many use new technologies so they can communicate with more people. However, the key to successful communication is having a clear message **(1)** ..... that others can understand the point you are making. These young people have managed to reach agreements with world leaders on complicated issues, so they must be doing something right!

At 17, **Malala Yousafzai** was the youngest person to ever receive the Nobel Peace Prize! **(2)** ..... being so young, she worked tirelessly to champion girls' education. She was able to understand **(3)** ..... important this is because of her own experience. She fought for her right to schooling even though religious fanatics in her country disagreed.

At the start of her campaign, she used Twitter to get the word out and raise support. She later set **(4)** ..... the Malala Fund, which has conducted a lot of research into the benefits of girls' education. For example, educating the millions **(5)** ..... girls currently out of school could contribute $12 trillion towards global economic growth, create well-rounded citizens and lead **(6)** ..... healthier families. Understanding the needs of world leaders has helped her to negotiate with **(7)** ..... . By explaining how girls' education could help them meet their aims, they were convinced to give $3 billion towards this cause. Malala will not give up **(8)** ..... accept compromise. She believes that all girls should be in school.



Malala is not the only young person fighting for women's rights; there are many other activists championing the same cause. **Emma Watson** is one of them. Although originally she became famous for her **(9)** ..... as Hermione in Harry Potter, she can't be seen as just another teenage star. She realised her **(10)** ..... for gender equality at 14. By the time she was 24, she had become a UN Ambassador for Goodwill and had **(11)** ..... a speech at the UN in front of government representatives from all over the world. She believes that men and boys can get **(12)** ..... in improving equality as well.

Emma has suggested that men and women should agree to support each other so that fairness can be **(13)** ..... across the board, and has tried to understand both sides **(14)** ..... The HeForShe Campaign now has over 2 million supporters worldwide. Research has shown that companies with greater equality are 15% - 35% more productive; that was a key bargaining point for convincing business leaders to support this movement. Organisations not yet involved ought to join!

I hope this article has made it **(15)** ..... that adults who don't believe that teenagers can enter into negotiations about important topics might be wrong. In spite of the age difference, young people have shown that they can work together and create change that benefits everyone. The above two examples are by no **(16)** ..... the only ones. Teenagers all over the world are proving that they can have meaningful dialogue with others in order to make the world a better place. They have gained many supporters for their causes. So many fans can't be wrong!

B. Read the first three paragraphs again and complete gaps 1-8 with one word.

C. Read the last three paragraphs again and complete gaps 9-16. Choose the correct answer, a, b, c or d.

9.	**a.** job	**b.** spot	**c.** role	**d.** play
10.	**a.** interest	**b.** passion	**c.** awareness	**d.** curiosity
11.	**a.** given	**b.** done	**c.** provided	**d.** said
12.	**a.** included	**b.** activated	**c.** associated	**d.** involved
13.	**a.** achieved	**b.** found	**c.** managed	**d.** fulfilled
14.	**a.** together	**b.** exactly	**c.** identically	**d.** equally
15.	**a.** sure	**b.** clear	**c.** certain	**d.** open
16.	**a.** way	**b.** mode	**c.** means	**d.** manner

