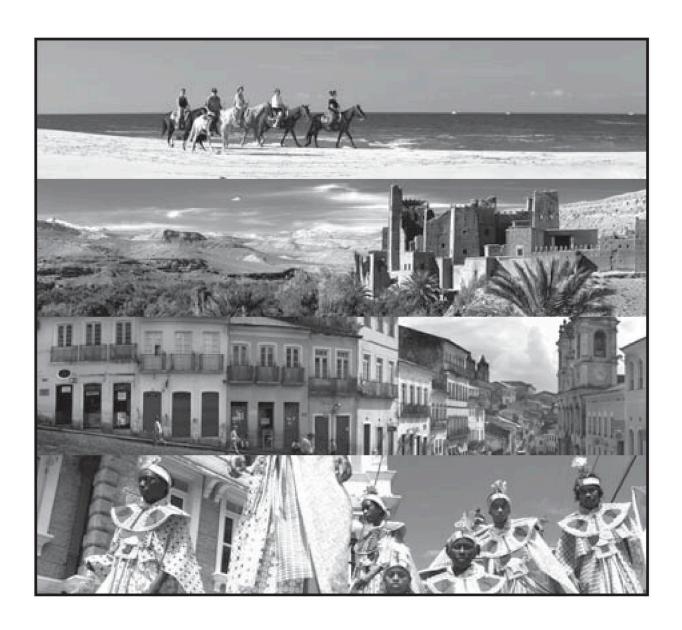
UPPER INTERMEDIATE WORKBOOK

ENGLISH FOR INTERNATIONAL TOURISM SALES OF THE SALES OF T



ANNA COWPER

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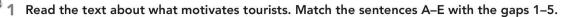
TOURISM TRENDS

UNIT MENU

Grammar: continuous aspect

Vocabulary: tourist motivations, describing statistics and visuals

Professional skills: using visuals Case Study: tourism in India



Many of the reasons that motivate people to travel have remained the same throughout history. It has always been the case, for example, that people will travel to see family and friends.1 Many of the earliest travellers were pilgrims seeking to improve their health, either by visiting a shrine or other holy place, or, like some early Roman tourists, hoping to cure their rheumatism by bathing in hot springs. 2____ _ A further significant and unchanging motivation for travel is the spirit of curiosity and the quest for adventure that motivated explorers such as Columbus and Marco Polo.3_ _ People have also always tended to use travel experiences as a way to impress each other and acquire prestige.

- ⁴_____However, as leisure time increases and pursuits that were once only available to the privileged few are enjoyed by the masses, modern tourists are increasingly attracted by anything authentic they can feel a part of 'the real Greece', or 'authentic Spain'. ⁵_____ According to travel researcher A. Barlow, 'What captivates the modern traveller is the idea that this mountain, this view of the sea, takes me outside my ordinary experience: it is precious in its uniqueness and fulfilling in a way that makes me more than I was.' Those tourism providers who understand this need and can find ways to meet it are those that will prosper most in the future.
- **A** They have become acquirers and collectors of experiences, a phenomenon known as 'the experience economy'.
- **B** Nowadays, people routinely travel round the world to visit their children or grandchildren, or perhaps a best friend who's got a new job in a different country.
- **C** These days, this finds its expression in extreme sports or adventure holidays in exotic places, such as trekking in the Amazon jungle or climbing in the Himalayas.
- **D** This is mirrored today in the renewed popularity of spa breaks and a wide range of different kinds of health and wellness vacations, from medical tourism to yoga and meditation holidays.
- **E** For example, going on certain kinds of expensive holiday, such as a luxury cruise, is a way in which the socially ambitious can affirm their wealth and status.
- 2 Complete the table with the missing nouns, verbs or adjectives. You will find most of them in the text. Use a dictionary to help as needed.

Noun	Verb	Adjective		
ambition		1		
2	3	acquisitive		
4	fulfil	5		
6	motivation	7		
8		prestigious		
prosperity	9	10		

npiete	tne	sentences	with	τne	correct	torm	OT	words	ın	tne	table.
П	piete	piete the	piete the sentences	piete the sentences with	piete the sentences with the	piete the sentences with the correct	piete the sentences with the correct form	piete the sentences with the correct form of	piete the sentences with the correct form of words	plete the sentences with the correct form of words in	plete the sentences with the correct form of words in the

1	The need to collect experiences could be seen as a typically urge of our consumer society.
2	People go on spa breaks to their need to recover from a stressful lifestyle.
3	Luxury cruises are expensive and beyond the reach of all but the most tourists.
4	People gain status by doing something that others cannot: the more exclusive the experience, the more
	it is.
5	The idea that they are doing exactly the same thing as everyone else isn't for most modern
	tourists





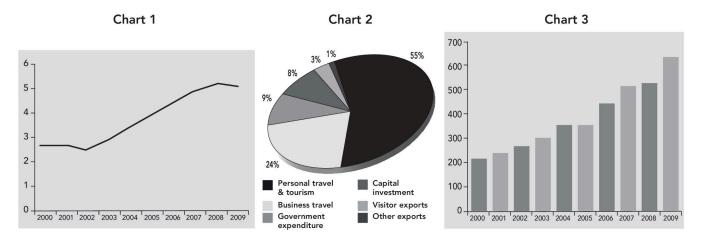


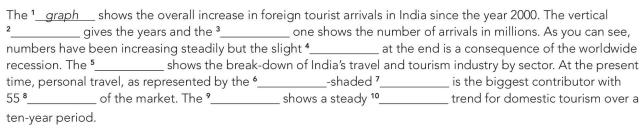
1) Listen to three people – Marc, Sharon and Andrei – talking about their holidays as a child and the kinds of vacation they take now. Who mentions each of these things? Write M, S or A. problems with unfamiliar food _____ the Sahara desert _ adrenalin _____ working parents ____ ancient ruins _____ activities for children ___ youth camps ____ sunburn ____ stress _____ 5 Listen again and complete the summaries of how the people's holiday experiences have changed. As a child, Marc never travelled very much but spent most of his holidays with his 1_____ the South of France. Nowadays, he has very ²______ holiday time but travels widely. He enjoys ³_____sports and intense experiences. • Sharon used to go on ⁴_____ holidays to Spain and Greece with her parents. Nowadays, she prefers not to travel ⁵_____ with her young family and instead likes to ⁶_____ a holiday home by the sea in the UK. • When Andrei was growing up, there were few ⁷______ for international travel, so now he loves to travel abroad. For Andrei and his wife, 8 _____ is very important when they travel, so they enjoy package tours to European 9_ 6 Choose the correct option to complete the sentences about the development of the luxury travel market. 1 Nowadays, Thailand and South Africa have become mainstream destinations, ideal for adventurous travellers who are / were looking for new exotic places to explore. 2 Over the last few years, the Russian Far East and Greenland have been / are developing their tourism facilities in response to new interest from American tourists. 3 New destinations are being / are opened up in places that were formerly resistant to tourism, such as Bhutan and Cambodia. 4 In the past, local stakeholders may have felt that they were being / have been being exploited by tourism developers, but there are more positive feelings about these latest initiatives. 5 Exclusive cultural tourism is an area which many tourism providers have been /will be investing in recently, and lots of interesting new products are / were appearing on the market. 6 Due to its prohibitive cost, it is unlikely that space tourism will be / will have expanded significantly by the year 2050. **PRONUNCIATION** 7 ())) 1.2 The -ing sound in a verb is always unstressed but must be pronounced. Listen and choose the word or phrase in each pair that you hear. Note the stressed syllable. 3 calling – call in
5 ringing – ring in
4 bringing – bring in
6 looking – look-in 1 seeing - sing 2 coming - come in

8 ())) 1.3 Listen and repeat the pairs of words/phrases.

- 1 ())) 1.4 Listen to a UK travel representative talking about the growth of the grey market tourism sector in the UK. What reason is given for the UK's popularity with senior travellers?
- 2 Listen again. Are the statements true (T) or false (F)?
 - 1 Last year, one in four visitors to the UK was in the over-55 age group. T/F
 - 2 In 1993, one out of every eight visitors to the UK was a grey traveller. T/F
 - 3 British ex-pats are the second largest group of grey visitors to the UK. T/F
 - 4 There will be 100,000 more Chinese visitors to the UK by 2014. T/F
 - 5 Young people rank the UK third on the list of countries they would visit if money were no object. T/F
 - 6 Grey travellers don't like too much special attention. T/F
- 3 Circle the word in each group that has a different meaning from the others.
 - 1 slightly / (by) a little / considerably / somewhat
 - 2 increase / rise / go up / grow / level off / expand / boost
 - 3 surge / soar / rise / drop / swell / go up
 - 4 dip / fall / decrease / surge / go down / drop / decline
 - 5 slump / crash / collapse / grow / plummet
 - 6 sharply / abruptly / dramatically / gently / suddenly
- 4 Rewrite the sentences so that they have a similar meaning, replacing the words in bold with words with a similar meaning. There is more than one possible answer.
 - 1 The number of inbound visits **soared** when the UK hosted the Olympic Games.
 - 2 The overall growth of the market **dipped slightly** from 2008 to 2010 due to the economic recession.
 - 3 Fuel prices fell a little, which has made it possible for low-cost carriers to lower their fares.
 - 4 Visitor numbers slumped dramatically in the first quarter of the year due to bad weather.
 - **5** Grey tourism is predicted to **increase** steadily in the UK.
- 5 Look at the visuals below and read the beginning of a presentation about tourism growth in India. Complete the text with the words and phrases in the box.

axis bar chart black dip graph horizontal percent pie chart segment upward



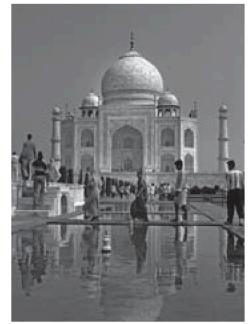




1 Read the report about how India is developing as a tourist destination. Choose the correct option, a, b, or c, for each gap.

India's tourism future

In the 1960s and 70s, many Western tourists to India were students and 1____ who travelled in search of spiritual enlightenment or cultural discovery. This group travelled light on 2____ budgets and their contribution in terms of revenue to their host country was limited. Forty years ³____, the situation has changed dramatically. Today India is one of the 4____ world tourism destinations, with its foreign exchange from tourism 5____ to show an annual growth of 14% over the next four years. This turnaround is a result of several factors, not least India's high 6____ in world affairs due to its economic achievements. The tourism industry searches constantly for new destinations to promote and develop and the Indian government's national tourism promotion campaign 'Incredible India' has proved very successful in raising India's global 7____. Although internal infrastructure continues to be a 8_____, investment in transport links and hotels is ongoing as the Indian tourism industry 9_ and develops. New and developing areas include eco-tourism, a flourishing medical tourism sector and new ¹⁰_____ sectors, such as golf tourism and tea tourism.





1	а	walkers	b	backpackers	С	hikers
2	а	restricted	b	restrained	С	constricted
3	а	after	b	later	С	further
4	а	fast-moving	b	faster growing	С	fastest-growing
5	а	believed	b	forecast	С	reminded
6	а	visibility	b	presence	С	success
7	а	face	b	profile	С	influence
8	а	lack	b	insufficiency	С	weakness
9	а	matures	b	ages	С	produces
10	а	special	b	obscure	С	niche

2 Complete the information about the Indian outbound travel market with the words and figures in the boxes.

boom campaigns proximity second socio-economic VFR
25-65 3.7 1,850,000 40%

The Indian outbound travel market has grown from around ¹ million in 1977 to an expected 11–13 million this year. In percentage terms, it is now the fastest-growing market in the world and in terms of numbers, it's the ² fastest after China.
In response to the 3 many countries – including Ireland, Spain, South Korea and Poland – have
opened tourist offices in India. Many others offer packages and run 4 specifically directed at the
Indian tourist.
⁵ of all outbound trips by Indians are for business purposes, while leisure, visiting friends and
relatives (6) and other reasons each account for 20% of outbound trips from India.
International Indian tourists are generally 7 years of age, a larger proportion being males (65%) than
females (35%). They are well-educated and belong to the upper 8 strata of society. The majority are
married (75%) and two-thirds of leisure travellers tend to holiday abroad with their family.
Countries such as Malaysia, Thailand and Singapore remain the most preferred destinations, due to their
⁹ and cheaper costs. However, Western cities, especially New York and London, are extremely
popular destinations. In 2010, London had almost 250,000 Indian visitors and New York had ¹⁰ ,
a 26% increase on the previous year.