



Pre-Reading Activities

A: Vocabulary

1. Put these words under the correct heading.

- red hair
- black hair
- light brown hair
- blonde hair
- dark brown hair

Fair Hair	Dark Hair

2a. Look around the class and find someone with: red hair, black hair, light brown hair, blonde hair or dark brown hair. **or**
 2b. Think of someone famous with: red hair, black hair, light brown hair, blonde hair or dark brown hair.

3. Line up as a class according to your height. (The tallest student will be at one end of the classroom and the shortest student will be at the other end.)

If you know your height say: *I'm 175 cm and I'm taller than John but shorter than Michael.*

If you don't know your height say: *I'm taller than John but shorter than Michael.*

Try to say it quickly, with no mistakes!

B: Quiz

Answer the questions. Then compare your answers with another student.

Note: **earns** more money = receives or gets more money at work.

1. Who do you think earns more money? People with...
- | | | | | | |
|----------------|--------------------------|---------------|--------------------------|---------------------|--------------------------|
| a. blonde hair | <input type="checkbox"/> | b. red hair | <input type="checkbox"/> | c. light brown hair | <input type="checkbox"/> |
| d. brown hair | <input type="checkbox"/> | e. black hair | <input type="checkbox"/> | f. gray hair | <input type="checkbox"/> |
2. Who do you think earns more money? a. women b. men
3. Who do you think earns more money? a. men taller than 179 cm b. men shorter than 179 cm
4. Who do you think earns more money? a. women taller than 179 cm b. women shorter than 165 cm
5. Who do you think earns more money? a. people who smile at work b. people who don't smile at work

Reading Activities

A: Vocabulary

Read **Part 1** of today's article and answer the questions.

1. Find **two** words that mean: 'money that is paid to you by a person or company you work for'.
2. Find **two** words that mean: 'A person who works in the same company as you'.
3. What is the noun for the adjective 'Icelandic'? Where is this country?
4. Find a word that means 'to get'.



Part 1

Blondes Earn Less?

REYKJAVIK Monday February 12 (Reuters) -Taller people with light brown hair earn higher salaries than shorter co-workers with other hair colors and blondes receive the smallest pay of all, an Icelandic study shows.

Blonde **employees** earned 10 percent less than their light brown haired colleagues, whose monthly pay averaged 232,000

Icelandic crowns (\$2,700).

People with very dark hair came second, followed by red- and gray-haired individuals. All these were **ahead** of blondes, whose salaries averaged 208,000 crowns. (Continued/...)

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employee - a person who is paid to work ahead - doing better than other people

B: Listening

Listen to your teacher and fill in the gaps in **Part 2** of the article. Each gap may have one, two or three words.

Part 2

(.../continued) Women earned on average 18 percent (1) _____, compared with 195,000 crowns (5) _____ below 165 cm.

Men above (2) _____ of 179 cm were paid on average 260,000 crowns a month, 16.5 percent (3) _____ 10-15 cm shorter.

Women (4) _____ 179 cm took home 213,000 crowns

(Continued/...)

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C: Reading in Detail

Read **Part 3** of today's article and answer the questions.

mousy - dull brown

- not influenced** means:
 - changed
 - not changed
- dyeing your hair** means:
 - changing the color of your hair
 - not changing the color of your hair
- satisfied** means:
 - to be happy about something
 - to be unhappy about something
- frowning:**
 - opening your mouth and show your teeth
 - moving your eyebrows together to make lines on your forehead
- Icelandic bank Kaupthing says employees should...
 - have dyed blonde hair.
 - have brown hair.
- The bank also says employees should...
 - frown at work.
 - smile at work.

Part 3

(.../continued) The study also suggested that salaries were not influenced by whether employees smiled on the job or not.

“Stop dyeing your hair (blonde) and be satisfied with the mousy color, as it seems to be working.

Buy shoes with higher heels, and above all, start frowning on the job,” Icelandic investment bank Kaupthing said in a comment on the study. (Continued/...)

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D: Quiz

Read the complete article below. Go back and look at the quiz in the Pre-Reading Activity B and circle the correct information according to today's article with a different colored pen. How many answers did you guess correctly?

Blondes Earn Less?

Monday February 12 REYKJAVIK (Reuters) - Taller people with light brown hair earn higher salaries than shorter co-workers with other hair colors and blondes receive the smallest pay of all, an Icelandic study shows.

The Reykjavik Commercial Workers Union surveyed its members in October and the findings, based on 3,400 answers, were released on Friday.

Blonde employees earned 10 percent less than their light brown haired colleagues, whose monthly pay averaged 232,000 Icelandic crowns (\$2,700).

People with very dark hair came second, followed by red- and gray-haired individuals. All these were ahead of blondes, whose salaries averaged 208,000 crowns.

Women earned on average 18 percent less than men.

Men above the height of 179 cm were paid on average 260,000 crowns a month, 16.5 percent more than men 10-15 cm shorter.

Women taller than 179 cm took home 213,000 crowns compared with 195,000 crowns for females below 165 cm.

The study also suggested that salaries were not influenced by whether employees smiled on the job or not.

"Stop dyeing your hair (blonde) and be satisfied with the mousy color, as it seems to be working. Buy shoes with higher heels, and above all, start frowning on the job," Icelandic investment bank Kaupthing said in a comment on the study.

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one centimeter is equal to .3937 inch

one foot is equal to 30.48 centimeters

Post-Reading Activities

You may do one or more of these.

A: Discussion

Work together in pairs or small groups and answer the questions below.

1. How true do you think this study is?
2. Do you think the information in this study would change from country to country?
3. Do you think the information in the study would be the same for your country?
4. If not, write a list of things like hair color, height or anything else that would be important in your country. Compare your list with someone from another country. Look at the differences.

B: Using the Language

What	does	he/she	look	like?	
		tall		thin.	
He/she	is	medium height	and	a little overweight.	
		short		heavy set.	
		short	straight	black	
He/she	has	medium length	spiky	brown	hair.
		long	curly	blonde	
		a floral	T-shirt		platform shoes
He/she	is wearing	a striped	dress	and	basketball boots
		a plain	jumper		sandals

1. Above are some words we use when describing people.
2. Look at the picture. Work with a partner and make sentences about each person. Describe them: (What are they wearing?, Are they tall or short?, What kind of hair do they have? etc.). Use some of the words from the table and your own ideas.



C: Party!

Find a partner. Your teacher is going to give you a handout. Your handout is not the same as your partner's. Work together to complete the handout

TEACHERS' NOTES AND ANSWER KEY

Please Note: This lesson also has further exercises for your students to do online at www.instantworkbook.com. To get a username and password for your students, click on the blue icon next to this lesson description in the teachers' room at www.english-to-go.com.

Pre-Reading Activities

A: Vocabulary - Notes

(**blonde** can also be spelt **blond**)

2a or 2b. Choose the activity that is appropriate for your class. If your students all have the same colored hair, then do 2b. If possible, cut out some magazine pictures and bring them in to class so they can understand the different names for different hair colors.

3. Students review comparatives (also in today's article). A way to make this activity more interesting and challenging is to tell students that they must speak quickly and clearly with no mistakes. If a student does make a mistake, the line will have to start from the beginning again. In this way the whole class has a vested interest in everybody saying their responses correctly!

A variation to this activity is to ask students to do it in groups of four or five. (Once they have practiced you can ask students in other groups to listen as each group gives their answers.)

(If you have a very short / tall student in your class who is sensitive about their height, you may prefer to avoid this activity. Instead you could do a quick sketch on the board of some stick figures with different heights and give them names. Students can make sentences about those figures.)

A: Vocabulary - Answers

1. **Fair Hair:** blonde, red, light brown **Dark Hair:** brown, dark brown, black

B: Quiz - Notes

Students compare their answers. However, don't reveal any answers from the survey (in today's article) at this point.

Reading Activities

A: Vocabulary - Answers

1. salary, pay (also accept the answer 'pay check')
2. co-worker, colleague
3. Iceland. An island in the North Atlantic Sea.
4. receive

B: Listening - Notes

Read the paragraph below at natural speed and intonation no more than three times. Go over the answers as a class.

B: Listening - (Text to be read aloud to students)

Women earned on average 18 percent less than men.

Men above the height of 179 cm were paid on average 260,000 crowns a month, 16.5 percent more than men 10-15 cm shorter.

Women taller than 179 cm took home 213,000 crowns compared with 195,000 crowns for females below 165 cm.

B: Listening - Answers

1. less than men, 2. the height, 3. more than men, 4. taller than, 5. for females

C: Reading in Detail - Answers

1.b, 2.a, 3.a, 4.b, 5.b, 6.a,

D: Quiz - Notes

Students are now presented with the complete article. They do not need to understand every word to do this activity as they only have to find the answers to the quiz questions. Avoid spending too long on this activity.

D: Quiz - Answers

1.c, 2.b, 3.a, 4.a, 5.it makes no difference which one you do (but the study shows there is no need to smile)

Post-Reading Activities

B: Using the Language - Notes

Go over the meanings of the words in the table. As a class you could add some other words. Students then work to describe the people. They can refer to their dictionaries and you may also like to suggest appropriate words. (You may like to talk a little about how English speakers avoid using some adjectives like the word 'fat' to avoid hurting people's feelings.)

Students could complete this activity by working in pairs and writing a short description of two of the people in the pictures.

C: Party! - Handouts to be given to Students

See next page.



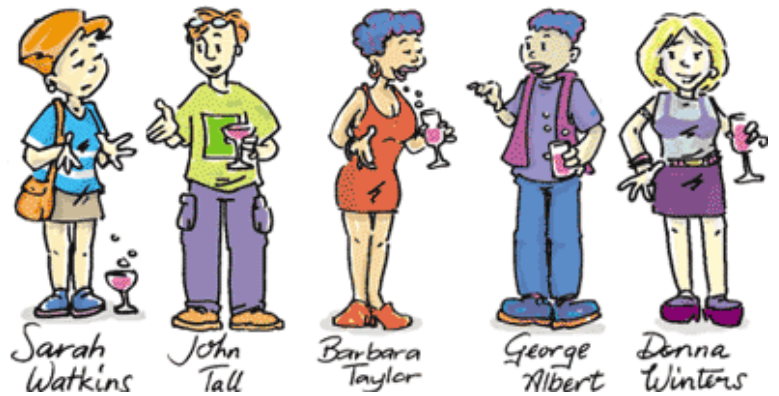
C: Party! - Handouts to be given to Students

Handout for Student A

You have gone to a party with a friend (Student B). You know some people at the party but you don't know the names of the other people at the party.

Ask your friend for their names. You will have to describe the person to your friend. (Ask questions like "What's the name of the tall man with wavy hair?")

Then help Student B to find out the names of the other 5 people at the party. Answer Student B's questions.



Handout for Student B

You have gone to a party with a friend (Student A). You know some people at the party but you don't know the names of the other people at the party.

First help your friend to learn the names of the people you know at the party. Student A will ask you questions like "What's the name of the tall man with wavy hair?"

Then Student A will help you to find out the names of the other 5 people at the party.

