



## Unit 2

### Learning about Trade and Economy

Economy has frequently nothing whatever to do with the amount of money being spent, but with the wisdom used in spending it.

— Henry Ford

#### Getting Started

- Read the poem and discuss possible answers to the questions at the end.

You've got a dollar. You deposit it in your savings account. Now you've got a dollar and the bank's got a dollar.

The bank loans a dollar to Joe's Construction. Now you've got a dollar, the bank's got a dollar, and Joe's got a dollar.

Joe buys a board from Hirohito Lumber. Now Hirohito's got a dollar too.

Where did you get your dollar?  
How much money is there in the world?

Who's got it?  
Where is it?

What happened to all the trees?

# 《高中英语》（上外版）

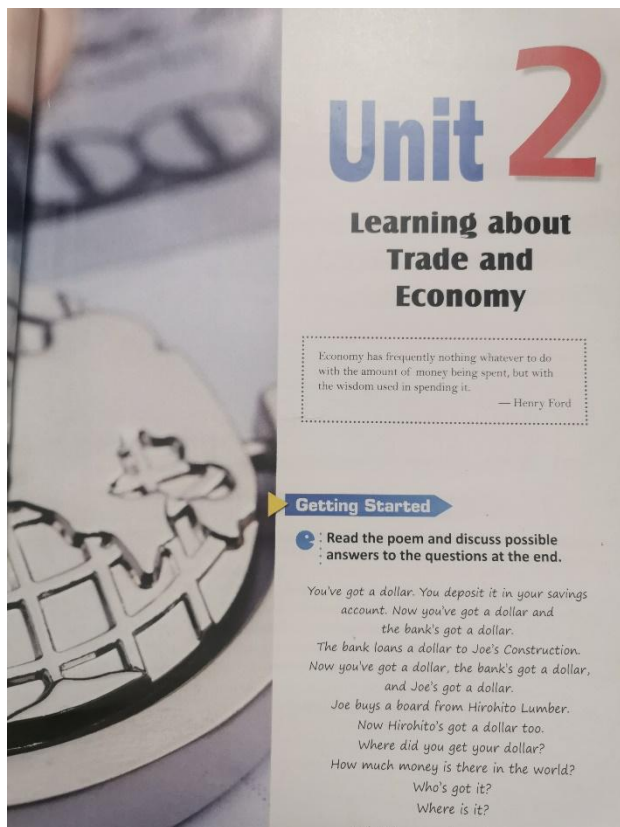
## 选择性必修第四册第二单元

### Learning about Trade and Economy

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# 《高中英语》（上外版）

## 选择性必修第四册第二单元



课时	授课内容
1	Getting Started/ Reading A
1	Reading A/ Vocabulary Focus
1	Reading A/ Grammar in Use
1.5	Listening, Viewing and Speaking
1	Reading B
0.5	Critical Thinking
1	Writing
1	Further Exploration/ Self-assessment

# 学习目标 **Learning Objectives:**

**At the end of the lesson, you will be able to ...**

1. 掌握“问题-解决方法”结构的篇章概要写作技巧;  
master the basic skills of writing a summary of a problem-solution essay;;
2. 根据概要写作策略完成“问题-解决方法”结构的篇章概要写作;  
write a summary of a problem-solution essay by referring to related writing strategies;;
3. 在老师的帮助下, 根据评价指标对概要写作作品进行自评和互评并且提出建设性的改进意见。  
make comments and give suggestions on a summary in terms of A (accuracy)、B (briefness)、C (coherence) with the help of a checklist.



Read and think : *What is summary writing?*

*“Directions: Read the following passage, summarize the main idea and the main points of the passage in no more than 60 words. Use your own words as far as possible.”*



Read the essay “Rational People Think at the Margin” and find the topic sentence(s) and supporting details of each paragraph.

**Paragraph 1: Topic sentences:** Decisions in life are rarely black and white but usually involves shades of gray. Economists use the term “marginal changes” to describe minor adjustments to an existing plan of action.

**Supporting details:** (1) At dinner time, the decision you face is not between fasting and eating like a pig, but whether to take that extra spoonful of mashed potatoes.

(2) When exams roll around, your decision is not between blowing them off and studying 24 hours a day, but whether to spend an extra hour reviewing your notes instead of watching TV.

**Paragraph 2: Topic sentence:** In many situations, people make the best decision by thinking at the margin.

**Supporting details:** Suppose, for instance, that you ask a friend for advice about how many years to stay in school. If he compares...is worthwhile.

**Paragraph 3: Topic sentence:** A rational decision-maker takes an action if and only if the marginal benefit of the action exceeds the marginal cost.



**Interactive activity:** Read the essay again and discuss with group members to work out the problem and solution in the essay.

Rational People Think at the Margin	
<b>Problem</b>	We often face the problem of how to make small adjustments to an existing plan.
<b>Solution</b>	People make the best thinking at the margin.
<b>Evaluation</b>	A rational decision-maker takes an action if the marginal benefits of the action exceeds the marginal cost.



List key words ,expressions and sentences that can present the author's view and try to paraphrase them.

key words ,expressions and sentence patterns	Paraphrased versions
minor adjustments	small adjustments
exceed	outweigh
evaluate	assess
Economists use the term “marginal changes” to describe minor adjustments to an existing plan of action.	When small adjustments are needed in an existing plan, we often make “marginal changes”.
People make the best decision by thinking at the margin.	Thinking at the margin helps people make the best decisions.
A rational decision-maker takes an action if and only if the marginal benefits of the action exceeds the marginal cost.	Only when the marginal benefits outweigh the marginal cost will a rational individual take an action.



Write a summary of the essay "Rational People Think at the Margin", using A (accuracy) 、 B (briefness) 、 C (coherence) strategies.

**Sample version:** Economists use the term "marginal changes" to describe minor adjustments to an existing plan of action. Thinking at the margin helps people make the best decisions. By comparing the marginal benefits and marginal costs, individuals can make better decisions.



Interactive activity: make comments and give suggestions on a summary in terms of A (accuracy) 、 B (briefness) 、 C (coherence) with the help of a checklist and the teacher.

### Checklist for summary writing of a problem-solution essay

- ☐ 1. Is the problem properly stated?
- ☐ 2. Is the solution properly presented?
- ☐ 3. Is the evaluation clearly stated?
- ☐ 4. Are the key words, expressions and sentences in the essay properly paraphrased?
- ☐ 5. Is the content of the essay accurately stated?
- ☐ 6. Is the content of the essay briefly stated?
- ☐ 7. Is the content of the essay coherently stated?



## Improvement suggestions:

The problem should be clearly stated starting with *We often face a problem of...*

The evaluation should be added.

Key words, expressions and sentences in the essay should be properly paraphrased: *Economists use the turn "marginal changes" to describe minor adjustments to an existing plan of action* can be paraphrased as *When small adjustments are needed in an existing plan, we often make "marginal changes"*.

The summary should be developed coherently: problem-solution-evaluation.



Polish the summary and share the improved version with the whole class.

**Improved version:** We are often faced with a problem of how to make small adjustments in an existing plan of action. To make the best decisions, we need to think at the margin which involves comparing marginal benefits with marginal costs. Only when the marginal benefits outweigh the marginal costs will a rational individual take an action.



# Homework

1. Write a summary of a problem-solution essay, using the summary writing strategies.
2. Assess the summary with the help of the checklist and make some improvements.



Thank you!