

**THE TRACTOR DEAL ONLINE**  
Vocabulary Quiz



*Business  
English*

*with  
Business Simulations*



**DVBE**  
DAVE VOLEK'S BUSINESS ENGLISH

www.dvbe.biz



## About Dave Volek

*Engineer. Businessman. ESL Instructor. Inventor.* At the heart of the comprehensive suite of Dave Volek's Business English (DVBE) modules lies my diverse expertise in business, engineering, and finance; my interest in people and education; and my passion for creating innovative solutions that bridge the inherent gaps of traditional business English instruction. My proven, unconventional approach helps business and technical professionals build strong, practical English skills for the dynamic workplace.

## The Other DVBE Modules



**Risk & Reward** Your group will choose one of three risky investments. The group who makes the best choices wins the contest.



**The Grocery Store** You will communicate with big numbers and use "increase" and "decrease" a lot. There's some good income statement vocabulary.



**The Tractor Deal** You will either be a farmer looking to buy a tractor or a farm equipment dealer trying to sell a tractor. Lots of talk about "specs." No experience with tractors is necessary: the buyer and seller worksheets will guide you.



**Stan's Tents** You will follow an entrepreneur prepare his marketing plan and make a similar plan of your own. There's lots of useful marketing words you need to learn.



**Company Articles** You will use about six pages of legal text to resolve various financial, accounting, and legal problems. You wanted some practice with legal English, didn't you? Here it is!



**The Billionaires** Your group will follow some instructions to determine which billionaire really controls the world. There's lots of suspense to keep you guessing, but you need your business English to find out.

## Credits

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### ANSWERS

6





## INSTRUCTIONS

There are six vocabulary quizzes, one for each section of the online exercise. When you finish the listening part of a section, go through its quiz to learn and reinforce the words used. Use the transcript page to let the context help you find the correct definition.

The correct answer to each vocabulary word is given within two rows up or two rows down. You do not need to search very far to do this quiz quickly.

### Transcript #1

1. dealership		a) representative
2. sales representative		b) a sales agency having authorization to sell a certain product or service
3. rep		c) a person who is authorized to sell a certain product or service
4. be in the market		d) to want to buy something
5. operation		e) a group of products using the same brand name
6. line		f) to enhance the power of an engine (see Technical Glossary)
7. patented		g) a business
8. turbocharge		h) having legal protection against unauthorized copying of a new idea
9. fuel efficient		i) that is
10. that's		j) a style or design of a particular product
11. that		k) producing optimal power in relation to fuel consumed
12. model		l) approximate size
13. range		m) very
14. standard		n) the designated operating limit
15. rating		o) minimal or most common (see Technical Glossary)
16. boost up		p) to seem to be in the right range or within acceptable parameters
17. sound		q) a hose or tubing that conveys high-pressure liquids to do useful work elsewhere (see Technical Glossary)
18. PTO		r) to increase
19. hydraulic line		s) a mechanical device to transfer engine power (see Technical Glossary)
20. transmission		t) power take off (see Technical Glossary)
21. speed		u) consisting of two items
22. dual		v) to remember for future reference
23. keep in mind		w) (number of) gear combinations (see Technical Glossary)
24. figure		x) a 3-point hitch configuration (see Technical Glossary)
25. come with		y) a mechanical device to raise, lower, and pull certain farm implements from a tractor (see Technical Glossary)
26. Category I (II, III)		z) a value
27. 3-point hitch		a) to also have
28. 'till		b) until (spoken usage)



## Transcript #2

1. showroom		a) various memos, emails, letters, invoices, sales orders, etc. required for business
2. catch up		b) a large room to display products for sale
3. paperwork		c) all the various models of a particular product
4. on duty		d) to finish tasks that have been left undone too long
5. full line		e) available or scheduled
6. out back		f) towards the back of a building or yard
7. dependable		g) to have a mechanical failure
8. break down		h) the tractor Frieda is pointing to
9. utility		i) worthy of trust; reliable
10. "That one over there"		j) designed for several uses rather than a specific use
11. rate		k) the official price shown in the sales documents
12. base cost		l) to specify a certain price or cost
13. list price		m) to specify a limit of performance
14. quote		n) the cost without any options



**The Grocery Store**

*Numbers English*





**The Tractor Deal**



*Practice Using Specs*



## Transcript #3 & Decision 123

1. do for a living		a) to work at a particular job to earn an income
2. ages		b) husband (colloquial)
3. hubby		c) a long time
4. hockey school		d) a summer school for aspiring hockey players (Dave's note: During the recording, I did not pick up the mistake of the actor missing the word "school" in the audio. Although playing hockey in summer is not very common (even in Canada), going to hockey school in the summer is important for aspiring professional players).
5. professional league		e) lots of money (one "buck" = \$1)
6. pull in		f) to earn an income
7. big bucks		g) a group of sport teams competing with each other—and the players are well paid
8. make a living		h) to earn
9. can only hope		i) to wish for something unlikely
10. take it		j) a meeting of no business importance
11. social visit		k) domesticated bovine animals used for meat or dairy
12. cattle		l) to assume or understand
13. odd jobs		m) a transmission to transfer engine power to four wheels (See Technical Glossary)
14. do the trick		n) small tasks
15. four wheel drive		o) to be sufficient (colloquial)
16. nope		p) responsive to change; adaptable
17. optional		q) no (colloquial)
18. flexible		r) possible, but not necessary; left to choice
19. flexibility		s) to assume, consider, or believe
20. bump up		t) fortunate
21. suppose		u) the quality of being adaptable or responsive to change
22. in luck		v) to increase, usually a small amount
23. there		w) with two hydraulic lines (pronoun)
24. come to		x) to amount or total
25. base price		y) very
26. grand		z) the starting price with no options
27. pretty		a) \$1000 (colloquial)
28. steep		b) expensive (colloquial)
29. come down		c) to reduce a price
30. "fair enough"		d) to happen
31. go on		e) expression to convey understanding or agreement (colloquial)
32. "neck of the woods"		f) to exchange an older product for a newer product—with the older product being part of the payment of the newer product
33. leave (left)		g) general location where one lives
34. trade in		h) to have as a remainder



**Risk & Reward**  
 Business Game for  
 Your Classroom

**Stan's Tents**  
 Marketing  
 English

## Transcript #4

1. stop		a) not fresh, poorly ventilated
2. fast acting		b) a place where someone conducts business
3. stuffy		c) one-fourth
4. head out		d) quick, responsive (see Technical Glossary)
5. quarter		e) sons (colloquial)
6. section		f) to travel in a specific direction
7. boys		g) a surveyed unit of farmland in U.S. and Canada approximately 259 hectares
8. might as well		h) should—in the sense of little difference between choices
9. stay around		i) to remain in a certain place
10. try out		j) to assume a management position
11. take over		k) farming is not an easy occupation (pronoun)
12. occupation		l) to experiment, to test
13. that		m) at this immediate location or place
14. there		n) a person's main or usual work or business
15. right here		o) in the farming business (pronoun)
16. little too		p) absolutely necessary
17. upgrade		q) close to being sufficient, but not quite
18. essential		r) consisting of three items
19. add in		s) to improve a piece of equipment by adding a new or better feature
20. triple		t) a little bit too much (colloquial)
21. operate		u) to include
22. touch on the high side		v) to be priced at
23. go for		w) to work, function, or perform



## Transcript #5

1. head		a) to plant
2. get in		b) main, principal, having authority
3. crop		c) to grow
4. come up		d) much better than average
5. fingers crossed		e) the cultivated produce from the ground
6. bumper		f) to assemble, put together
7. come in at		g) a hand position to bring good luck
8. set up		h) to cause to a certain position (such as price)
9. out		i) to be rated for
10. bring		j) to operate
11. its		k) not open to consideration
12. run		l) the model 300A's (pronoun)
13. high capacity		m) to sell at a certain price
14. hydraulic pump		n) better than usual performance
15. go for		o) a mechanical device that pumps oil to do useful work (see Technical Glossary)
16. go		p) to be sold (with a feeling of acceptance of the situation)
17. scare up		q) to let something remain for a decision or action
18. count on		r) to find an activity that is not so productive because there is nothing better to do
19. leave		s) to find something after considerable searching
20. kill time		t) to depend on

## Transcript #6 & Decision 456

1. booth		a) to be of the best possible grade
2. go #1		b) the quantity produced
3. yield		c) a stall, compartment, or light structure used to display goods for sale
4. stop by		d) to make a brief visit
5. come in		e) to have a slight preference for
6. rule out		f) to be priced at
7. lean toward (to)		g) to eliminate by a logical process
8. live with		h) to accept but with some reservation



## ANSWERS

### Transcript #1

1-b, 2-c, 3-a, 4-d, 5-g, 6-e, 7-h, 8-f, 9-k, 10-i, 11-m, 12-j, 13-l, 14-o, 15-n, 16-r, 17-p, 18-t, 19-q, 20-s, 21-w, 22-u, 23-v, 24-z, 25-a, 26-x, 27-y, 28-b

### Transcript #2

1-b, 2-d, 3-a, 4-e, 5-c, 6-f, 7-i, 8-g, 9-j, 10-h, 11-m, 12-n, 13-k, 14-l

### Transcript #3, Decision 123

1-a, 2-c, 3-b, 4-d, 5-g, 6-h, 7-e, 8-f, 9-i, 10-l, 11-j, 12-k, 13-n, 14-o, 15-m, 16-q, 17-r, 18-p, 19-u, 20-v, 21-s, 22-t, 23-w, 24-x, 25-z, 26-a, 27-y, 28-b, 29-c, 30-e, 31-d, 32-g, 33-h, 34-f

### Transcript #4

1-b, 2-d, 3-a, 4-f, 5-c, 6-g, 7-e, 8-h, 9-i, 10-l, 11-j, 12-n, 13-k, 14-o, 15-m, 16-q, 17-s, 18-p, 19-u, 20-r, 21-w, 22-t, 23-v

### Transcript #5

1-b, 2-a, 3-e, 4-c, 5-g, 6-d, 7-i, 8-f, 9-k, 10-h, 11-l, 12-j, 13-n, 14-o, 15-m, 16-p, 17-s, 18-t, 19-q, 20-r

### Transcript #6, Decision 456

1-c, 2-a, 3-b, 4-d, 5-f, 6-g, 7-e, 8-h