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**Nombre del trabajo: Weekly Activity**

**Materia: English**

**Grado: 4to.**

**Grupo: A**

Comitán de Domínguez Chiapas a 17 de Septiembre 2020.

# How much is it?

## 1 **SNAPSHOT**



Sources: Based on information from Think Quest; Hewlett-Packard, *The Meaning of Color*



Which words have a positive meaning? Which have a negative meaning?  
What meanings do these colors have for you?  
What does your favorite color make you think of?

## 2 **CONVERSATION** *It's really pretty.*

**A**  Listen and practice.

Salesclerk: Can I help you?  
Customer: Yes, thank you. How much are these gloves?  
Salesclerk: The gray ones? They're \$18.  
Customer: Oh, that's not bad. Do they come in black?  
Salesclerk: No, sorry, just gray.  
Customer: OK. Um, how much is that scarf?  
Salesclerk: Which one? The blue and orange one?  
Customer: No, the yellow one.  
Salesclerk: Let's see ... It's \$24.95.  
Customer: It's really pretty. I'll take it.



 **B**  Listen to the rest of the conversation. What else does the customer look at? Does she buy it?

**A** Complete these conversations. Then practice with a partner.

**1**



A: Excuse me. How much are ~~these~~ jeans?  
 B: Which **ones**? Do you mean **These**?  
 A: No, the light blue **ones**.  
 B: Oh, **They are** \$59.95.  
 A: Wow! That's expensive!

**2**



A: How much is **this** backpack?  
 B: Which **one**?  
 A: The red **one**.  
 B: It's \$36.99. But **These** green **It is** is only \$22.25.  
 A: That's not bad. Can I see it, please?

**B PAIR WORK** Add prices to the items. Then ask and answer questions.



A: How much are these sunglasses?  
 B: Which ones?  
 A: The pink ones.  
 B: They're \$86.99.  
 A: That's expensive!

**useful expressions**

That's cheap. **ESO ESTA BARATO**  
 That's reasonable. **ES RAZONABLE**  
 That's OK/not bad. **ESO ESTA BIEN / ESO NO ESTA MAL**  
 That's expensive. **ESO ESTA CARO**

### 3 GRAMMAR FOCUS

#### Demonstratives; one, ones



How much is **this** scarf?  
**this one**?

**that** scarf?  
**that one**?

How much are **these** gloves?  
**these**?

**those** gloves?  
**those**?

Which **one**?  
The yellow **one**.

Which **ones**?  
The gray **ones**.

**It's** \$24.95.

**They're** \$18.

#### saying prices

79¢ = seventy-nine cents  
\$18 = eighteen dollars  
\$24.95 = twenty-four ninety-five

#### 1 Demonstratives; one, ones

- ▶ With singular nouns, use *this* for a thing that is nearby and *that* for a thing that is not nearby: How much is **this** cap here? How much is **that** cap over there?
- ▶ With plural nouns, use *these* for things that are nearby and *those* for things that are not nearby: How much are **these** earrings here? How much are **those** earrings over there?
- ▶ Use *one* to replace a singular noun: I like the red hat. → I like the red **one**. Use *ones* to replace plural nouns: I like the green bags. → I like the green **ones**.

Circle the correct words.

1. A: Excuse me. How much are **this / these** shoes?  
B: **It's / They're** \$279.  
A: And how much is **this / that** bag over there?  
B: **It's / They're** only \$129.  
A: And are the two gray **one / ones** \$129, too?  
B: No. **That / Those** are only \$119.  
A: Oh! **This / That** store is really expensive.
2. A: Can I help you?  
B: Yes, please. I really like **these / those** jeans over there. How much **is it / are they**?  
A: Which **one / ones**? Do you mean **this / these**?  
B: No, the black **one / ones**.  
A: Let me look. Oh, **it's / they're** \$35.99.  
B: That's not bad. And how much is **this / that** sweater here?  
A: **It's / They're** only \$9.99.