

2 Tell me about it

Specifications

- 1 Would you like to ride on a scooter like this? (Why / Why not?) Look at the information in the specifications. What could the specs be?
- 2 Here's the missing information. Write the items in the correct place in the spec list.
 - a Approximate shipping weight
 - b Maximum load
 - c Available colours
 - d Construction materials
 - e Diameter
 - f Engine
 - g Fuel
 - h Fuel tank capacity
 - i Approximate shipping packing size
 - j Height
 - k Maximum speed
 - l Operating time
 - m Price
 - n Delivery time
 - o Stopping distance

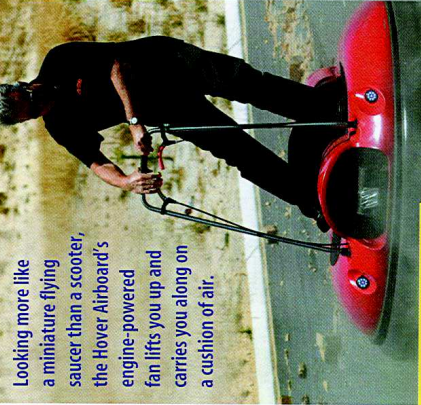
Compare your answers with another student. Then check them in file 6 on page 90.
- 3 What questions could you ask to get the information in the specifications?

Examples

How high is it? What's its height?
What's its diameter?

- 4 Listen to ten people asking some questions about the scooter. Find the answers to their questions in the spec list.

THE HOVER AIRBOARD SCOOTER



Looking more like a miniature flying saucer than a scooter, the Hover Airboard's engine-powered fan lifts you up and carries you along on a cushion of air.

SPECIFICATIONS

- 1 1200 mm including handle
- 2 1600 mm
- 3 25 km/h
- 4 6 m
- 5 100 kg
- 6 1 hour on a full tank of fuel
- 7 fibreglass / high-impact plastic shell / aluminium frame / rubber skirt
- 8 4-stroke Briggs & Stratton
- 9 5 L
- 10 85 octane unleaded
- 11 150 kg
- 12 800 mm H x 1800 mm W x 1800 mm L
- 13 red, blue, green, and yellow
- 14 8–10 weeks
- 15 \$27 000

- 5 Complete the sentences with these words.

last made of cost weight take kind of come in wide heavy

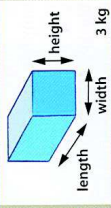
Questions about specifications

We use many different questions to ask about specifications. Here are some important ones.

What's the length / width / height /? 1?
How long /? 2 / high /? 3 is it?

How much does it? 4?
What's it? 5?
What? 6 fuel does it use / engine does it have? →
How long does it? 7 to deliver? →
What sizes / colours does it? 8?
How long will it? 9?

Price \$\$\$\$
Construction materials
The type or sort
The time required for it to arrive
Available options
Durability (how long it remains useful)



- 6 Complete some more specifications. Use words from the list below.

Resolution	Capacity	Fuel
Materials	Weight	Speed
Pressure	Memory	Voltage
Colours	Dimensions	
Maximum water output		

High-pressure water cleaner	
..... 5	20–105 bar
..... 6	500 l/h
..... 7	35.5 kg
..... 8	230 V

Dutchbub	
..... 1	Polyester (the tub) and stainless steel (the heating elements)
..... 2	Blue, green, grey, orange
..... 3	800 litres / 200 gallons
..... 4	Wood

Setz Panorama Camera	
..... 9	160 MP (Yes, really!)
..... 10	Creates a high resolution (160 million pixels) image in one second
..... 11	922 MB
..... 12	Width: 465 mm, Height: 175 mm, Depth: 95 mm (without lens)



- 7 Work with a partner. Ask and answer questions about the products.

A Tell me about the high pressure water cleaner.
What's the pressure?

B It's twenty to a hundred and five bar.

- 8 Listen to some more specifications. Make notes.

- 9 What do the specs in 8 describe? You can check your answer in file 39 on page 103.

- 10 Play a guessing game with the class.

- 1 Everyone thinks of an object and writes its specifications or statistics.
- 2 In turns read your statistics to the class.
- 3 The class asks for more information (What's it made of? What's the fuel source?).
- 4 Everyone guesses what the object is.

Features and benefits

- 1 What unusual features does this bicycle have? How do you think it works? Listen to someone describing it and see if you're right.

- 2 Listen again and complete these notes on the bike's features and benefits.

- 1 It approximately 11 kilograms.
- 2 So it's lift and move around.
- 3 It a spring-loaded mechanism in the rear, which the rear wheels to move inwards and outwards.
- 4 It's more than other bikes.
- 5 The chain's worry about
- 6 You clothing getting caught up in it.

Look at the notes. Which ones describe:

- a features – facts about the way the bike is built and how it operates?
- b benefits – helpful and useful things that make this bike better than others?



- 3 Read two descriptions of this invention. Which one describes its features and which one describes its benefits?

The LifeStraw Water Filter

It can purify someone's water supply for a whole year.

It's easy to carry and transport.

It can prevent waterborne illnesses, such as typhoid and diarrhoea.

It's affordable in the developing world.

It purifies up to 700 litres of water.

It is 25 cm long and 29 mm in diameter.

It has seven different types of filter, including mesh, carbon, and iodine.

It costs less than €3.00.



- 4 Which description:

- 1 is more technical?
- 2 explains how the LifeStraw can solve problems?
- 3 is better for selling the invention, in your opinion? Why?

- 5 Read the features of another invention. What are its benefits?

The Hypno PQ Tent

The Hypno PQ tent is supported by air, not tent poles.

It comes with a pump and it can be erected in less than a minute.

Its total area is 2.88 m².

It weighs 1.22 kg out of its bag and 1.4 kg when packed.



- 6 Match the features above to these benefits.

- 1 Two people can fit comfortably inside this tent.
- 2 You don't have to use tent poles to erect it.
- 3 It's light enough to carry on long walks.
- 4 It saves time because it's quicker to put up than a normal tent.

- 8 Choose an object – any object – in the room you're in now.

- 1 Describe its features: its composition, size, weight, cost, what it comes with, and so on.
- 2 Describe its benefits: the problems it solves and why people would want to buy it.

- 9 Work with a partner. Describe the features and benefits of some more products.

A – Look at file 30 on page 100.

B – Look at file 2 on page 88.

- 10 Think about a product or service your company provides or a product you know well. What are its features and benefits?

- 1 What does it allow or help people to do?
- 2 What problems does it solve or prevent?
- 3 How does it save energy, time, or money?

Describing benefits

Many sales professionals say describing benefits (rather than features) makes people want to buy things.

It's *affordable* / *light* / *helpful*.

It's *safer* / *more stable* / *quicker* / *less likely to fall over*.

It can *purify* ... / *prevent* ... / *save* ...

It's *easy to erect* / *move* / *carry*.

It *allows* / *helps* ...

You *don't have to* ...