



UNIT 5

THE CONDITIONALS

FACOLTÀ DI SCIENZE ECONOMICHE, GIURIDICHE E POLITICHE
UNIVERSITÀ DEGLI STUDI DI CAGLIARI

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4.3 Spend more!

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How you are persuaded to spend more by ... salespeople

If you really believe in a product, this will help you sell it. But the best professional salespeople can sell anything, to anybody, at any time. They do this by using very simple psychological techniques. It is human nature to prefer to speak rather than to listen, and good salespeople use this. They ask buyers what they want before showing how their product is the best.

Most salespeople will get to know their client by asking questions about hobbies, family and lifestyle. If customers think of the salesperson as a friend, they will probably keep coming back to the same man or woman.

Salespeople will try to behave like the buyer. If the buyer makes jokes, the salesperson does too. If the buyer wants detail, the seller provides it. The salesperson may even try to 'mirror' the body language of the buyer. Lastly, salespeople will use careful language. They will not say 'if you buy ...', but 'when you buy', so that they cannot fail.

6 a Read the example sentences (1–6) in the Active grammar box. Use the rules A and B to decide if they are Zero Conditionals or First Conditionals.

b Look at the sentences (1–6) in the Active Grammar box again. Then complete the rules in C with the words in the box below.

Active grammar

- If customers think of the salesperson as a friend, they **will** probably keep coming back to the same man or woman.*
- If I buy lots now, I **won't** have to come back later.*
- If the advertisement makes us feel good, then we **start** to associate good feelings with the product.*
- Supermarkets usually **offer** these **when** a fruit and vegetable is in season.*
- As soon as** you walk into the shop, you **can** smell bread and coffee.*
- Unless** you buy this (face cream), you **will** look old.*

Zero and First Conditionals

A Zero Conditional sentences describe real or possible situations that are always true.

We use *if* + present tense + present tense or a modal verb.

B First Conditional sentences describe situations in the future which we see as a real possibility.

We use *if* + present tense + *will* or a modal verb. The order of the clauses can be reversed.

C when unless as soon as

For Zero Conditionals, *if* and (1) _____ have the same meaning.

For First Conditionals, we use (2) _____ rather than *if* to show that something is 100 percent certain to happen.

We use (3) _____ instead of *if* to emphasise that an event happens immediately.

(4) _____ + positive verb means the same as *if ... not*.

7 Match the beginnings of the sentences in A with the endings in B. NTE p. 57

A	B
1 I will miss everyone	a we might make fewer mistakes.
2 I will be home by six	b unless it rains.
3 If we study hard,	c when I leave my job.
4 I will show my friends around the city	d when they arrive.
5 I will buy a new suit	e as soon as I get paid.
6 I am going to have a barbecue	f unless the train is delayed.

8 a Rewrite the sentences below three times using the words a–c. How does the meaning change?

- If they offer me the job, I will take it.
 - when
 - might
 - as soon as
- When I see Tom, I'll tell him.
 - as soon as
 - If
 - can

Zero and First Conditional with *if/when/unless/as soon as*

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Zero Conditional

To talk about real or possible situations which are always true we can use *if* + present tense + present tense (or a modal verb).

If it rains (generally), I stay at home.

First Conditional

To talk about real possibilities in the future we can use *if* + Present Simple + *will/can/should/may* (and other modal verbs).

If it rains (on a specific future occasion), I'll stay at home.

when/as soon as/unless

Unless means *if not*.

Unless it rains, I'll go out.

We use *when* to show the situation is certain.

When you visit, I'll cook dinner. (It's certain that you will visit)

We use *as soon as* to emphasise that an event happens immediately.

As soon as I see him, I'll tell him.

We don't usually use *if* + *will* in conditional sentences.

We can reverse the clauses and remove the comma.

If it rains, I stay at home. I stay at home if it rains.

7 Match the beginnings of the sentences in A with the endings in B. NTE p. 57

A	B
1 I will miss everyone	a we might make fewer mistakes.
2 I will be home by six	b unless it rains.
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- If they offer me the job, I will take it.
 - when
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- When I see Tom, I'll tell him.
 - as soon as
 - If
 - can

Zero and First Conditional with *if/when/unless/as soon as*

NTE p. 61

1c Zero Conditional

To talk about real or possible situations which are always true we can use *if* + present tense + present tense (or a modal verb).

3a *If it rains (generally), I stay at home.*

4d First Conditional

To talk about real possibilities in the future we can use *if* + Present Simple + *will/can/should/may* (and other modal verbs).

5e *If it rains (on a specific future occasion), I'll stay at home.*

6b *when/as soon as/unless*

Unless means *if not*.

Unless it rains, I'll go out.

We use *when* to show the situation is certain.

When you visit, I'll cook dinner. (It's certain that you will visit)

We use *as soon as* to emphasise that an event happens immediately.

As soon as I see him, I'll tell him.

We don't usually use *if* + *will* in conditional sentences.

We can reverse the clauses and remove the comma.

If it rains, I stay at home. I stay at home if it rains.

ZERO & FIRST CONDITIONALS

8 **a** Rewrite the sentences below three times using the words a–c. How does the meaning change?

1 If they offer me the job, I will take it.

a when

b might

c as soon as

2 When I see Tom, I'll tell him.

a as soon as

b If

c can

1a. When they offer me the job, I will take it

1b. If they offer me the job, I might take it.

1c. As soon as they offer me the job, I will take it.

2a. As soon as I see Tom, I'll tell him.

2b. If I see Tom, I'll tell him.

2c. If I see Tom, I can tell him.

5 Complete the sentences with *if*, *when* or *unless*.

- 1 **if** _____ you want to make a lot of money, you'll have to work hard.
- 2 You won't be successful **unless** you're very determined.
- 3 **Unless** you are good with figures, don't do your own business accounts.
- 4 You should leave your desk tidy **when** you finish work each day.
- 5 No one else will believe in you **if** you don't believe in yourself.
- 6 **if** _____ you have a good business idea you could make a lot of money.

6 Correct the mistake in each sentence.

- 1 If I ~~will~~ see you tomorrow, I will give you the book.
- 2 She won't act in the film unless ~~that~~ she receives her normal salary.
- 3 We'll go as soon ^{as} the taxi arrives.
- 4 If I drink another cup of coffee, I will be not able to sleep tonight.
- 5 I can't hear you unless you ~~don't~~ shout.
- 6 When I next go shopping, I'll ~~to~~ buy some milk.
- 7 **if** ~~Unless~~ you drive carefully, you won't crash.
- 8 As soon as you ~~will~~ see him, call me.

- 4 Read the Active grammar box and choose the correct underlined words.

Active grammar

We use the Second Conditional to describe *an imaginary/ a real* situation in the present or future and its result.

If more cities had these laws, America would be a better place to live.

In the *if* clause, use the Present Simple/Past Simple.

In the result clause, *would* (or *'d*) is used because the situation is *in the past/imaginary (hypothetical)*.

If people smoked in here, we'd go home smelling of cigarettes.

It is possible to use a modal verb such as *could* or *might* instead of *would*, if you are *certain/not sure* of the result.

If you decided to feed the birds with the last crumbs of your sandwich, you could be arrested.

First and Second Conditional:

In a real/possible situation we use the First Conditional/ Second Conditional.

In an imaginary situation we use the First Conditional/ Second Conditional.

The First Conditional/ Second Conditional uses the Present Simple + *will*.

The First Conditional/ Second Conditional uses the Past Simple + *would*.

- 5 Make Second Conditional sentences using the verbs in brackets.

- If you were (be) a New York police officer, would you arrest (arrest) someone for feeding birds?
- I wouldn't like (not/like) the new laws if I lived (live) in New York.
- Where would you go (go) if you wanted (want) a cigarette at work?
- I wouldn't be (not/be) very happy if I had to (have to) pay a fine for putting my bag on a seat.
- If New York didn't have (not/have) these laws, tourists would find (find) it dangerous and dirty.
- If these laws existed (exist) in your country, would they be (be) popular?
- There would be (be) less crime if the police had (have) more power in my country.

Second Conditional

To talk about an unreal/imaginary/hypothetical situation and its consequences, we use:

If + Past Simple + would('d)/wouldn't

If I had a car, I'd drive to work.

We can use *would*, *could* or *might* in the result clause.

I'd live in Jamaica if I could live anywhere.

The 'if clause' can come first or second in the sentence. If it is first, there is a comma before the result clause.

If I could live anywhere, I'd live in Jamaica.

When the subject is *I* and the verb is *to be*, we often say *If I were*.

If I were you, I wouldn't wear that dress again!

6 Work in pairs. Are the situations below real/possible situations in your life or imaginary? In what circumstances would/will you ...

- lie to a police officer?
- miss my English lesson?
- live in another country?
- go away next weekend?
- stay in bed until 12:00 p.m.?
- take a taxi?
- make a long distance phone call?
- write to the government?
- sing in public?
- run a marathon/five km?

Grammar I Third Conditional

5 a Read the extracts from the listening and answer the questions.

If I had stayed at work, I wouldn't have spent time with Jack when he really needed me.

- 1 Did Roger stay at work?
- 2 Did he spend time with Jack?

I wouldn't have met Nancy if I hadn't come to France!

- 3 Did Tunde come to France?
- 4 Did he meet Nancy?

b Look at the Active grammar box and choose the correct underlined words.



Active grammar

We use the Third Conditional to talk about a real/imaginary situation in the present/past.

We make the Third Conditional with ...

if + subject + past perfect + would(n't) have/could(n't) have + past participle.

Past condition

Past result (hypothetical)

If I had stayed at work, I wouldn't have spent time with Jack.

or

Past result (hypothetical)

Past condition

I would have cooked dinner if I'd known you were coming.

In spoken English, *have* and *had* are usually contracted to *'ve* and *'d*.

For a hypothetical situation in the present or future we use the Second Conditional/Third Conditional.

For a hypothetical situation in the past we use the Second Conditional/Third Conditional.

Third Conditional

We use this form to talk about imaginary or hypothetical past situations, and imagine different consequences.

If there hadn't been so much traffic on the motorway, I would have got to the meeting on time.

Form: *If* + past perfect + *would have* + past participle

To indicate possibility, rather than certainty, we can use *might have/could have* instead of *would have*.

If she'd studied harder, she might have passed her exams.

These unreal past situations have unreal past results.

If I'd studied Art I would have been happier.

Sometimes the hypothetical past situation has a present result.

If I'd finished my university degree, I'd be an architect now.

(*If* + Past Perfect + *would* + verb)

6 Match the sentence beginnings (1–8) with the endings (a–h).

- | | | |
|----|---|---|
| 1c | 1 | If I had known the test was today, |
| 2g | 2 | I wouldn't have missed the last train |
| 3e | 3 | If I'd known it was you on the phone, |
| 4b | 4 | If you'd asked me out to dinner, |
| 5a | 5 | I wouldn't have felt so tired this morning |
| 6h | 6 | If I hadn't gone on holiday to Greece, |
| 7d | 7 | I would have organised a party for you |
| 8f | 8 | I wouldn't have spent so much time with my children |
-
- | | |
|---|----------------------------------|
| a | if I'd gone to bed earlier. |
| b | I'd have said 'yes'. |
| c | I would have done some revision. |
| d | if I'd known you were coming. |
| e | I would've answered it. |
| f | if I hadn't stopped work. |
| g | if I had left home earlier. |
| h | I wouldn't have met my husband. |

1 Make Second Conditional sentences beginning with the words in brackets

I am too old. I can't learn to play rugby. (If)

If I was/were younger, I would learn to play rugby.

- 1 She doesn't have Dave's number. She wants to call him. (If)
- 2 I can't go out. I have an exam tomorrow. (I'd)
- 3 We want to buy a new car. We don't have enough money at the moment. (If)
- 4 There isn't time. They can't see the show. (They'd)
- 5 I don't have a choice. I want to live in the city. (If)
- 6 We want to go swimming. The sea is polluted. (We'd)
- 7 It's raining heavily. We want to go for a walk. (If)

2 Complete the First and Second Conditional sentences with the correct form of the verbs in brackets.

- 1 She's coming tomorrow so when she _____ (arrive), I _____ (pick) her up.
- 2 If I _____ (win) a million euros, I _____ (buy) an enormous house.
- 3 I _____ (leave) my job if I _____ (have) enough money. Sadly, I don't.
- 4 If you _____ (cook) dinner, I _____ (do) the washing-up. Thanks for the offer.
- 5 If he _____ (study), he _____ (pass) the test. But he's very lazy.
- 6 If he _____ (study), he _____ (pass) the test and we can have a big party to celebrate.
- 7 If you _____ (live) nearer, I _____ (give) you a lift, but it's just too far.

1 Make Second Conditional sentences beginning with the words in brackets

I am too old. I can't learn to play rugby. (If)

If I was/were younger, I would learn to play rugby.

- 1 She doesn't have Dave's number. She wants to call him. (If)
- 2 I can't go out. I have an exam tomorrow. (I'd)
- 3 We want to buy a new car. We don't have enough money at the moment. (If)
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- 7 It's raining heavily. We want to go for a walk. (If)

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2 Complete the First and Second Conditional sentences with the correct form of the verbs in brackets.

- 1 She's coming tomorrow so when she arrives (arrive), I will pick (pick) her up.
- 2 If I won (win) a million euros, I would buy (buy) an enormous house.
- 3 I would leave (leave) my job if I had (have) enough money. Sadly, I don't.
- 4 If you cook (cook) dinner, I will do (do) the washing-up. Thanks for the offer.
- 5 If he studied (study), he would pass (pass) the test. But he's very lazy.
- 6 If he studies (study), he will pass (pass) the test and we can have a big party to celebrate.
- 7 If you lived (live) nearer, I would give (give) you a lift, but it's just too far.

- 1 If she had Dave's number, she would call him.
- 2 I'd go out if I didn't have an exam tomorrow.
- 3 If we had enough money, we would buy a new car.
- 4 They'd could see the show if there was enough time.
- 5 If I had a choice, I would want to live in the city.
- 6 We'd go to the sea if it weren't polluted.
- 7 If it weren't raining heavily, we would go for a walk.



ZERO CONDITIONAL: certainty

GENERAL TRUTH
SCIENTIFIC FACTS

	CONDITION	RESULT
<i>If/When</i> <i>As soon as</i> <i>Unless</i>	Present simple	Present simple

When you heat the ice, it melts.

FIRST CONDITIONAL: Real possibility

REAL/LOGICAL CONSEQUENCE

	CONDITION	RESULT
<i>If/When</i> <i>As soon as</i> <i>Unless</i>	Present simple	<i>will</i> <i>shall</i> <i>can/may</i>

+ V.

If you study you will pass the exam.

SECOND CONDITIONAL

POSSIBLE AT THE GIVEN CONDITION
UNLIKELY TO HAPPEN

	CONDITION	RESULT
<i>If</i>	Past simple	Present conditional <i>would</i> + base verb

If you studied you would pass the exam (but you are not).

THIRD CONDITIONAL

IMPOSSIBLE (IT REFERS TO THE PAST)

	CONDITION	RESULT
<i>If</i>	Past perfect	Present perfect conditional <i>would have</i> + past participle

If you had studied you would have passed the exam (but you didn't).