

**Business English  
Useful Expression  
BBE09**



You don` t like it, do you?  
You do like it, don` t you?

Johnson shows up at the display booth.  
He finds Hiro moving the sign.  
He wonders if something is wrong.

Johnson: Did you have any trouble getting here?

Hiro : No, none at all.

Johnson: Good. Well? What do you think of the display?

Hiro : Uh...yes.

Johnson: You do like it, don` t you?

Hiro : Uh... I don` t know.

Johnson: You don` t like it, do you?

Hiro : Well, it`s...

Johnson: What is it you don` t like? Tell me.

Hiro : There`s ...uh...

Johnson: There`s something that you don` t like, isn` t there?

Hiro : No, there is.... Yes, there isn` t .... Huh???

"you do like it , don` t you?"

"you don` t like it, do you?"

## 1.Pronunciation

### The sound of N as in Night, aNy, paN

**Pronounce these words in pairs:**

Night-sight, new-sue, lane-lace, men-mess, line-lice

*Nathan knew Nancy never went to Nashville.*

## 2.Reading

Johnson shows up at the display booth. He finds Hiro moving the sign. He wonders if something is wrong. Johnson: Did you have any trouble getting here?

Hiro : No, none at all. Johnson: Good. Well? What do you think of the display? Hiro : Uh...yes.

Johnson: You do like it, don` t you?

Hiro : Uh... I don` t know. Johnson: You don` t like it, do you? Hiro : Well, it` s...

Johnson: What is it you don` t like? Tell me.

Hiro : There` s ...uh... Johnson: There` s something that you don` t like, isn` t there? Hiro

: No, there is.... Yes, there isn` t .... Huh???

"you do like it , don` t you?" "you don` t like it, do you?"

## 3. Focus on Grammar

# Tag questions

Tag questions are small questions added to the end of a statement, for example:

*That is a dog, isn't it?*

## The structure of tags

Here are a range of tag questions:

..., won't you?

..., can't you?

..., shouldn't you?

..., don't they?

..., isn't it?

..., won't it?

Note the structural elements:

- The first element contains a [verb](#), often 'to be' or 'to do', and is often a repetition of the verb used in the statement.
- The verb is negated, in the abbreviated form.
- The second element is a [pronoun](#).

## Using tag questions

Use tag questions to emphasize and encourage the other person to agree. They turn a bold assertion into a question that is difficult to disagree with.

### Gaining agreement

Make an assertion and add a tag question:

*They will finish, won't they?*

*I am the best person for the job, aren't I? This is the best way to do it, isn't it?*

### Gaining compliance

Start with what you want the other person to do, and then end with a tag such as 'won't you' or 'can't you'.

*You will come to the dance, won't you? You can do this today, can't you?*

A **question tag** is the "mini-question" at the end. A **tag question** is the whole sentence.

### How do we answer a tag question?

Often, we just say Yes or No. Sometimes we may repeat the tag and reverse it (... , do they? Yes, they do). Be very careful about answering tag questions. In some languages, an opposite system of answering is used, and non-native English speakers sometimes answer in the wrong way. This can lead to a lot of confusion!

Answer a tag question according to the **truth** of the situation. Your answer reflects the real facts, not (necessarily) the question.

For example, everyone knows that snow is white. Look at these questions, and the correct answers:

tag question	correct answer		
Snow is white, isn't it?	Yes (it is).	the answer is the same in both cases - because snow IS WHITE!	but notice the change of stress when the answerer does not agree with the questioner
Snow isn't white, is it?	<b>Yes it is!</b>		
Snow is black, isn't it?	<b>No it isn't!</b>	the answer is the same in both cases - because snow IS NOT BLACK!	
Snow isn't black, is it?	No (it isn't).		

In some languages, people answer a question like "Snow isn't black, is it?" with "Yes" (meaning "Yes, I agree with you"). This is the **wrong answer** in English!

Here are some more examples, with correct answers:

- The moon goes round the earth, doesn't it? Yes, it does.
- The earth is bigger than the moon, isn't it? Yes.
- The earth is bigger than the sun, isn't it? **No, it isn't!**
- Asian people don't like rice, do they? **Yes, they do!**
- Elephants live in Europe, don't they? **No, they don't!**
- Men don't have babies, do they? No.
- The English alphabet doesn't have 40 letters, does it? **No, it doesn't.**

### A. Tag Questions Quiz **(Please don't show the answers to the student.)**

- |    |   |                     |
|----|---|---------------------|
| 1  | He's still sleeping, is not he? isn't he? wasn't he?                        | Answer: isn't he?   |
| 2  | You do go to school, do you? aren't you? don't you?                         | Answer: don't you?  |
| 3  | Let's go for a walk, shan't we? will we? shall we?                          | Answer: shall we?   |
| 4  | We won't be late, won't we? will we? are we?                                | Answer: will we?    |
| 5  | Nobody called, do they? didn't they? did they?                              | Answer: did they?   |
| 6  | They will wash the car, will it? won't they? wouldn't they?                 | Answer: won't they? |
| 7  | We must lock the doors, mustn't they? shouldn't we? mustn't we?             | Answer: mustn't we? |
| 8  | I'm correct, amn't I? am not I? aren't I?                                   | Answer: aren't I?   |
| 9  | So you bought a car, did you? haven't you? weren't you?<br>Congratulations! | Answer: did you?    |
| 10 | You wouldn't want to invite my Dad, did you? would you? won't you?          | Answer: would you?  |

## B. Practice - Sentence Writing

Write original sentences using the grammar in this exercise.

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

*tag questions*

## 4. Word Roots and Stems

### A. Identify

The prefix **dis** adds "take away", "not" or "deprive of" to the meaning of a word. **Dis** suggests a change; for example, *to disrobe* means to take off clothes.

Find the word that begins with dis- in each sentence.

1. Johnson shows up at the display booth.

### B. Practice

Fill in the blanks below, just as in the models.

disconnect \_\_\_\_\_

disassemble    dis + assemble    *First we have to disassemble your engine, then we can see what's wrong.*

discourage \_\_\_\_\_

dislike \_\_\_\_\_

dishonest    dis + honest    *If you lie, you are being dishonest.*

disservice \_\_\_\_\_