

Auf geht's!

1.1 Smalltalk – Hallo!

The expert speaks

Predict whether you think business is conducted in the countries below in a manner similar to the USA or very differently. Place an X on the scale for each country below.

	Same as USA	Different from USA
Australia:	----- ----- ----- -----	
Germany:	----- ----- ----- -----	
Great Britain:	----- ----- ----- -----	
Italy:	----- ----- ----- -----	
Spain:	----- ----- ----- -----	



An international business consultant explains some of the differences to keep in mind when doing business with people from different cultures. Match the six countries in the box to the descriptions below.

- Australia
- Germany
- Great Britain
- Italy
- Spain
- the USA

1. In _____ they took a wait-and-see approach, asking questions for hours until they were satisfied. They would point out all the reasons why your idea was completely unworkable and really didn't merit any discussion at all ... and then they'd go off and make it work anyway.
2. In _____ no one was willing to commit publicly to selling anything. This seemed very strange because, as salespeople, they're compensated based on how much they sell. Apparently when together they didn't want to appear more aggressive than their peers, so they would always let someone else go first.
3. In _____ they wanted to know that I had every technical base covered. They wanted details: the density of the product, under exactly what conditions it worked, etc. The salespeople would make that judgment for themselves and their customers after I'd presented all the technical details.
4. In _____ salespeople want to know what's in it for them and for the customer. You also need tons of proof statements, case studies, testimonials, reams of documentation of regulatory claims, and explanations of every kind. They would get publicly very excited about the product.
5. In _____ it was all about making them feel comfortable. They needed to know that I could be trusted more than that I had some technical superiority. They left the technical questions for some of their senior technical people.
6. In _____ they just asked me to send them the information and they'd take care of their own product introduction. That's usually a recipe for disaster, but before I knew it, I'm getting case studies from plants using the product there. They were making the product and selling it without any of the problems we'd seen in other places. You just had to point them in the right direction and they took it from there.

What does Dan recommend that we remember when doing business with these countries?
Match the summary statements to the countries.

Australia Germany Great Britain Italy Spain the USA

1. Realize that they will be reserved and not want to appear competitive.

2. Allow them the independence to do almost everything on their own.

3. Talk the bottom line, get them pumped up and give them lots of fine print.

4. Make sure that you put the relationship first.

5. Take all questions and criticisms and let them work through it themselves.

6. Know ALL the details and explain them accurately and in depth.

How about you? Which country do you think you would be most comfortable doing business in? Why?

Complete this questionnaire giving two answers for each question. Circle the one you think applies to the majority of people from your home culture. What would the typical person from your home culture say? Then put a triangle around the rating that best represents your orientation (which may or may not be the same as for the majority in your home culture).

Environment: Control, constraint or harmony

7	6	5	4	3	2	1
People can dominate the environment; it can be changed to fit human needs.			People should live in harmony with the world around them.		People are constrained by the world around them. Fate, luck and chance play a significant role.	

Time: A. Rigid or fluid

7	6	5	4	3	2	1
Punctuality is important. A start time for an appointment or event should be taken literally and seriously.					Being punctual isn't a high priority. Events and appointments are not expected to start at the time stated.	

Time: B. Past, present or future orientation

7	6	5	4	3	2	1
Being labeled "traditional" is positive. Following family traditions is valued.			People are always looking for fast results and a quick fix.		People are willing to trade short-term gain for long-term results.	

Action: A. Doing or being

7	6	5	4	3	2	1
Accomplishing a goal or achieving a result is important. Productivity is highly valued.					The process and experience are more important than a specific accomplishment or product. Relationships are highly valued.	

Action: B. Single-minded/down-to-business or multi-tasking/socially-focused

7	6	5	4	3	2	1
People tend to concentration on one task at a time. People generally live very scheduled lives and stick to their schedules if they can.					People tend to concentrate on a lot of tasks at once. People are more concerned about relationships than deadlines.	

Communication: A. Low context or high context

7	6	5	4	3	2	1
People should be clear in exchanging facts and information.					People shouldn't have to discuss everything explicitly. A lot of information is understood from the context.	

Communication: B. Direct or indirect

7	6	5	4	3	2	1
People prefer explicit one or two-way communication, including identification, diagnosis and management of conflict.					People prefer implicit, intuitive communication and avoid conflict.	

Communication: C. Instrumental or expressive

7	6	5	4	3	2	1
People value an unemotional, impersonal communication styles with a high degree of objectivity.					People value emotional, personal communication styles with a high degree of subjectivity.	

Communication: D. Formal or informal

7	6	5	4	3	2	1
It is important to follow protocol and social customs.				One can easily dispense with ceremony and rigid protocol.		

Space: A. Private or public

7	6	5	4	3	2	1
People value their personal space and prefer a bit of distance between themselves and others.				People have less attachment to personal space and prefer close proximity to others.		

Space: B. Hierarchical or egalitarian

7	6	5	4	3	2	1
People value the status differences between individuals or groups				People value minimizing differences in levels of power or status.		

Individualism: A. Individualistic or collectivistic

7	6	5	4	3	2	1
The "I" predominates over the "we". Independence is highly valued.				The individual interests are subordinate to group interests. Identity is based on the social network and loyalty is highly valued.		

Individualism: B. Universalistic or particularistic

7	6	5	4	3	2	1
What is true, correct and appropriate can be identified and applied to everyone. Societal obligations are important.				It is important to consider changing circumstances and personal situations.		

Competitiveness: Competitive or cooperative

7	6	5	4	3	2	1
People value achievement, assertiveness and material success.				People value the quality of life, interdependence and relationships.		

Structure: order or flexibility

7	6	5	4	3	2	1
People value predictability and rules.				People are tolerant of unpredictability and ambiguity.		

Thinking: A. Deductive or inductive

7	6	5	4	3	2	1
People value reasoning based on theory and logic.				People value reasoning based on experience and experimentation.		

Thinking: B. Linear or systematic

7	6	5	4	3	2	1
People tend to think analytically and break problems into small components.				People tend to think holistically and focus on the big picture and the interrelationships between components.		

Based on the Cultural Orientations Indicator. www.tmc.com.

Below is a list of some things that Germans think about Americans compiled by a teacher with many German contacts. Keep in mind, though, that these are stereotypes; they are ideas that some Germans have about the USA or Americans.

Rate each statement based on your own stereotypes of the USA and of Americans using the following:

- 1 = true
- 2 = not always true, but understandable
- 3 = only sometimes true, huge exaggeration
- 4 = seldom true or not true at all

1. They are fatter than the Germans, although every other bag of potato chips is advertised as “low fat”.
2. Their bills all have the same color and size, which is bizarre since they worship money.
3. They are so superstitious that hotels do not have a 13th floor.
4. They say “excuse me” every time they block your sight for a fraction of a second.
5. Many American women stress their sentences as questions all the time? That is sooo annoying?
6. The belief that you are responsible for everything that happens to you (much stress results from this).
7. For a completely normal feeling of melancholia, they only know the word “depression”.
8. Americans talk of love even if it's only about a candy bar.
9. Americans have very distinct ideas of what has to happen on the first, second, and especially the third date.
10. They are weak in geography: bombs in Beirut mean fewer Americans at the Wagner festival in Bayreuth.
11. They consider actors to be competent and knowledgeable in all vital matters.
12. Peanut butter with jam.
13. They always talk too loudly in restaurants and public transport.
14. They are merciless patriots (and cannot understand the opposite in others).
15. They even drink their milk with ice.
16. Multimillion dollar lawsuits against everybody and everything.

- 17. Nothing costs what the price tag says; there is always an extra tax or an extra tip.
- 18. Short attention span.
- 19. They take pills all the time. Vitamins, minerals, medicinal powders for and against everything.
- 20. They talk about relationships like accountants: "I invested so much in her..."
- 21. Europe in 7 days (Wednesday: Venice, Thursday: Paris, Friday: Heidelberg).
- 22. With their double whoppers and extra fries they have a large "Diet Coke".
- 23. They usually call each other only by their first name.
- 24. When they come home, they switch on the television like a lamp.
- 25. Americans are not nearly as interested in us Germans as we are interested in them.

Auf geht's!

1.1 Smalltalk – Hallo!

Spelling

Working with a partner, take turns spelling your name, favorite *Musikgruppe*, *Restaurant*, *Film* and *Stadt* for each other. Write down the answers below. If a particular letter is unclear, use the system below in order to make sure you spell everything correctly.

Karl: Was ist Ihre Lieblingsmusikgruppe?
Erich: Meine Lieblingsmusikgruppe ist The Beatles.
Karl: Wie schreibt man das?
Erich: B-E-A-T-L-E-S.
Karl: 'E' wie Emil oder 'I' wie Ida?
Erich: 'E' wie Emil.

Telefonische Buchstabiertafel

A wie Anton	J wie Julius	S wie Samuel
Ä wie Ärger	K wie Kaufmann	T wie Theodor
B wie Berta	L wie Ludwig	U wie Ulrich
C wie Cäsar	M wie Martha	Ü wie Übermut
Ch wie Charlotte	N wie Nordpol	V wie Viktor
D wie Dora	O wie Otto	W wie Wilhelm
E wie Emil	Ö wie Ökonom	X wie Xanthippe
F wie Friedrich	P wie Paula	Y wie Ypsilon
G wie Gustav	Q wie Quelle	Z wie Zacharias
H wie Heinrich	R wie Richard	
I wie Ida		

1. Lieblingsmusikgruppe:

2. Lieblingsrestaurant:

3. Lieblingsfilm:

4. Lieblingsstadt:

Fill out the form to apply to *Universität Freiburg*.

Universität Freiburg
- Studentensekretariat -

Fahnenbergplatz 79085 Freiburg

Eingangstempel:

**Antrag auf Zulassung als Studienanfänger
zum Wintersemester 2003/2004**

Familienname:

Vorname:

Geb.-Datum:

Geschlecht: 1 = männlich 2 = weiblich

Staatsangehörigkeit:

Postanschrift: Straße und Hausnummer

Anschriftenzusätze wie "bei" "Zi.-Nr." usw.

Postleitzahl

Ort

Nur wenn die Anschrift im Ausland ist: Intern. KFZ-Kennzeichen (z.B. CH für Schweiz)

Tel.-Nr. mit Vorwahl:

Auf geht's!

1.2 Smalltalk – Wer sind Sie?

Mathe

With a partner, take turns asking and answering math problems using complete sentences. Write the answers in the blanks provided. Use the models to show you how to ask and answer problems. You might find the phrases below useful as well.

Das stimmt (nicht).

Bitte versuchen Sie es noch einmal.

Noch einmal, bitte?

Richtig!

Falsch!

That is (in)correct.

Try again.

Can you repeat that please?

Correct!

Wrong!

20 zwanzig
30 dreißig
40 vierzig
50 fünfzig
60 sechzig
70 siebzig
80 achtzig
90 neunzig
100 hundert

 $2 + 2 = 4$

Was macht zwei plus zwei?

Zwei plus zwei (ist) gleich vier.

 $4 \times 3 = 12$

Was macht vier mal drei?

Vier mal drei gleich zwölf.

 $2 - 2 = 0$

Was macht zwei minus zwei?

Zwei minus zwei gleich null.

 $12 \div 3 = 4$

Was macht zwölf durch drei?

Zwölf durch drei gleich vier.

$6 + 0 = \square$

$5 \times 9 = \square$

$72 \div 6 = \square$

$8 - 0 = \square$

$18 \div 6 = \square$

$23 + 9 = \square$

$19 + 1 = \square$

$12 + 17 = \square$

$34 \div 2 = \square$

$39 + 8 = \square$

$69 - 14 = \square$

$12 + 12 = \square$

$22 \div 11 = \square$

$16 - 8 = \square$

$97 + 23 = \square$

$30 \div 2 = \square$

$25 \div 5 = \square$

$3 \times 9 = \square$

$17 + 5 = \square$

$15 \div 5 = \square$

$7 + 7 = \square$

$22 - 3 = \square$

$6 \times 2 = \square$

$81 \div 3 = \square$

$3 + 12 = \square$

$9 - 4 = \square$

$6 \times 7 = \square$

$5 + 5 = \square$

$4 \div 4 = \square$

$13 - 7 = \square$

$13 + 9 = \square$

$14 \div 2 = \square$

$16 - 4 = \square$

$3 \times 3 = \square$

$6 + 6 = \square$

$13 + 9 = \square$

$18 \times 0 = \square$

$20 \div 2 = \square$

$14 + 6 = \square$

$11 + 4 = \square$

$34 - 3 = \square$

$1 + 9 = \square$

$8 + 8 = \square$

$4 + 9 = \square$

$3 - 3 = \square$

$15 \div 3 = \square$

$6 \times 2 = \square$

$2 + 7 = \square$

$16 \div 4 = \square$

$4 \times 5 = \square$

$8 + 9 = \square$

$2 + 3 = \square$

$6 + 5 = \square$

$11 - 4 = \square$

$12 + 14 = \square$

$9 \times 9 = \square$

$1 + 1 = \square$

$3 \times 7 = \square$

$4 \div 2 = \square$

$8 - 6 = \square$

Auf geht's! 1.2 Smalltalk – Wer sind Sie? Kreuzworträtsel

Solve the crossword puzzle below, and compare your results with a neighbor, using German to spell out the words. How does this kind of puzzle differ from the ones you are familiar with?

It is also important to note that *Umlaute* are not used in German crossword puzzles. For answers containing these letters, you make the following substitutions:

ä = ae	ü = ue	ö = oe	ß = ss
--------	--------	--------	--------

Angelika: Was haben Sie für Nummer eins?
 Martin: Komme.
 Angelika: Wie schreibt man das?
 Martin: K-O-M-M-E.

1. Ich [] aus Berlin.

2. [] Abend

3. *writes*

4. Make my [] !

5. [] kommt Clara?

6. first person singular pronoun: []

7. I am 20 years [] .

8. You formal: []

9. Auf [] !

10. Ich [] Olga.

11. *not a morning*

12. *not an evening*

13. Wie alt [] Sie?

14. [] schreibt man das?

15. *Parting word:* []

Welches Wort? Write in the correct question word for each question below.

1. heißen Sie?

3. kommen Sie?

2. alt sind Sie?

4. wohnen Sie?

Interview six other students using the questions above, and write their info in the spaces below.

Ja?	<i>Yes?</i>
Ich auch.	<i>Me, too.</i>
Echt?	<i>Really?</i>
Noch einmal, bitte.	<i>Can you repeat that please?</i>
Da war ich schon mal!	<i>I've been there before.</i>
Wo liegt das?	<i>Where is that located?</i>
Wie schreibt man das?	<i>How do you spell that?</i>
Ich bin so alt wie Sie.	<i>I'm as old as you are.</i>

Name

Alter

Geburtsort

Wohnort

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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Auf geht's!

1.2 Smalltalk – Wer sind Sie?

Schiffe versenken

Draw three ships on the board below. They can be any size you choose. Secretly draw them onto the grid vertically or horizontally. You must try to find your partner's ships by naming a square using its column and row indicator, so "A-13" would be the first square, top left. Do this in German, of course! Mark your guesses with an X. Create a way to mark your hits.

Das ist ein Fehltreffer.	<i>That is a miss.</i>
Das ist ein Treffer.	<i>That is a hit.</i>
Sie haben mein Schiff versenkt!	<i>You sunk my ship!</i>
Ich habe gewonnen!	<i>I win!</i>

	13	15	30	38	50	67	76	83
A								
E								
Ö								
S								
Ü								
V								
W								
Z								

Ask five people (who are not taking any German courses) to name three things they associate with Germany. Then ask them to name three things they think non-Americans associate with the USA. Afterwards ask them why. Record answers and any interesting comments below.

Associations with Germany

Non-American associations with the USA

Person 1:

Person 2:

Person 3:

Person 4:

Person 5:

Comments

Auf geht's!

1.3 Smalltalk – Wie viel? Emma und der Deutschprofessor

Read the dialog below aloud with a partner. One student reads *Emma*. The other reads *Professor*. When you are finished, exchange roles and read a second time. Then answer the comprehension questions below together.

- Emma:** Guten Morgen, Professor Green.
- Professor:** Guten Morgen. Wie heißen Sie?
- Emma:** Ich heiße Emma Connors.
- Professor:** Freut mich¹, Emma.
- Emma:** Ich bin Studentin² in Deutsch 101 mit Professor Smith.
- Professor:** Ach, ja! Woher kommen Sie?
- Emma:** Aus Cincinnati.
- Professor:** Wohnen Sie auf dem Campus?
- Emma:** Ja, Smith Hall 47³.
- Professor:** Was studieren Sie?
- Emma:** Anglistik und Spanisch.
- Professor:** Nicht Deutsch?
- Emma:** Noch nicht⁴.
- Professor:** Bis später.
- Emma:** Ja, auf Wiedersehen.

¹ *freut mich* – pleased to meet you

² A male would say: *Ich bin Student*.

³ Put house/room numbers after streets and dorms.

⁴ *noch nicht* – not yet

1. When does this dialog take place?
2. True or false: Emma is one of Professor Green's students.
3. True or false: Emma likes languages.
4. True or false: Emma lives off-campus.
5. How would you say that you're a student in this German course?

Auf geht's!

1.3 Smalltalk – Wie viel?

Info-gap: Famous people A

Find a partner who has **Handout 1.3: Famous people B**. First, do the *Studienfächer*. Ask each other: *Was assoziieren Sie mit Albert Einstein? ...mit Freud?* Then exchange the remaining information by asking and answering questions in German.

Mike: Wann ist Albert Einstein geboren?
 Josef: Er ist 1897 geboren.
 Mike: Woher kommt er?
 Josef: Er kommt aus Ulm. Das liegt in Deutschland.

Name	Studienfächer	Geburtsjahr	Heimatort
Albert Einstein		1897 <i>achtzehnhundert-siebenundneunzig</i>	
Sigmund Freud			Österreich / Ungarn
Albert Schweitzer		1875 <i>achtzehnhundert-fünfundsiebzig</i>	
Wolfgang Amadeus Mozart			Salzburg, Österreich
Käthe Kollwitz		1867 <i>achtzehnhundert-siebenundsechzig</i>	
Boris Becker			Deutschland
Arnold Schwarzenegger		1947 <i>neunzehnhundert-siebenundvierzig</i>	

Write the name of a famous person above who corresponds to one of the trivia facts below.

- 1. is a favorite in the German tabloids
- 2. was offered and declined the presidency of Israel
- 3. took a pipe organ with him on a long move
- 4. known for her sculptures and etchings of war images
- 5. father of modern psychology
- 6. wrote *The Magic Flute* and *The Marriage of Figaro*

Auf geht's!

1.3 Smalltalk – Wie viel?

Info-gap: Famous people B

Find a partner who has **Handout1.3: Famous people A**. First, do the *Studienfächer*. Ask each other: *Was assoziieren Sie mit Albert Einstein? ...mit Freud?* Then exchange the remaining information by asking and answering questions in German.

Mike: Wann ist Albert Einstein geboren?
 Josef: Er ist 1897 geboren.
 Mike: Woher kommt er?
 Josef: Er kommt aus Ulm. Das liegt in Deutschland.

Name	Studienfächer	Geburtsjahr	Heimatort
Albert Einstein			Ulm, Deutschland
Sigmund Freud		1856 <i>achtzehn hundert sechsfünfzig</i>	
Albert Schweitzer			Frankreich / Deutschland
Wolfgang Amadeus Mozart		1756 <i>siebzehn hundert sechsfünfzig</i>	
Käthe Kollwitz			Berlin, Deutschland
Boris Becker		1967 <i>neunzehn hundert siebenundsechzig</i>	
Arnold Schwarzenegger			Österreich

Write the name of a famous person above who corresponds to one of the trivia facts below.

1. is a favorite in the German tabloids
2. was offered and declined the presidency of Israel
3. took a pipe organ with him on a long move
4. known for her sculptures and etchings of war images
5. father of modern psychology
6. wrote *The Magic Flute* and *The Marriage of Figaro*

You are Heike. Find a partner who has **Handout 1.3 Dialog: Heike und Angie B**. Heike and Angie live in the same dorm but have not actually met yet. Fill in the correct form of the appropriate verb (*sein, kommen* or *wohnen*). Your partner has the correct answer for your blanks and you have the correct answers for your partner. Correct any mistakes you made initially with filling in the verbs after going through the dialogue. Practice reading the dialog together, watching for pronunciation. Discuss the questions that follow.

- Angie:** Hallo! Ich heiÙe Angie. Wer bist du?
- Heike:** (*surprised*) Hallo! Ich [] Heike Schmidt.
- Angie:** Ich wohne hier im Studentenwohnheim¹. Und du?
- Heike:** (*still startled*) Ja. Ich auch.
- Angie:** Woher kommst du?
- Heike:** Ich [] aus Ulm, aber ich studiere schon vier Semester hier.
- Angie:** Ich komme aus Ohio.
- Heike:** Wo [] Ohio?
- Angie:** Zwischen Pennsylvania und Indiana.
- Heike:** Indianer²?
- Angie:** Pennsylvania und Indiana sind Bundesstaaten³ in den USA.
- Heike:** Ach, so!

- ¹ student dorm
² people who come from India
³ federal states

1. Why is Heike taken aback and surprised?

[]

2. Do you think Angie is correct to use *du* instead of *Sie*? Why or why not?

[]

3. How might Angie answer the question ‘*Woher...*’ to give useful information to a typical German?

[]

You are Angie. Find a partner who has **Handout 1.3 Dialog: Heike und Angie A**. Heike and Angie live in the same dorm but have not actually met yet. Fill in the correct form of the appropriate verb (*sein, kommen* or *wohnen*). Your partner has the correct answer for your blanks and you have the correct answers for your partner. Correct any mistakes you made initially with filling in the verbs after going through the dialogue. Practice reading the dialog together, watching for pronunciation. Discuss the questions that follow.

Angie: Hallo! Ich [] Angie. Wer bist du?
Heike: (*surprised*) Hallo! Ich bin Heike Schmidt.
Angie: Ich [] hier im Studentenwohnheim¹. Und du?
Heike: (*still startled*) Ja. Ich auch.
Angie: Woher [] du?
Heike: Ich komme aus Ulm, aber ich studiere schon vier Semester hier.
Angie: Ich [] aus Ohio.
Heike: Wo ist Ohio?
Angie: Zwischen Pennsylvania und Indiana.
Heike: Indianer²?
Angie: Pennsylvania und Indiana [] Bundesstaaten³ in den USA.
Heike: Ach, so!

¹ student dorm
² people who come from India
³ federal states

1. Why is Heike taken aback and surprised?

[]

2. Do you think Angie is correct to use *du* instead of *Sie*? Why or why not?

[]

3. How might Angie answer the question 'Woher...' to give useful information to a typical German?

[]

Auf geht's!**1.3 Smalltalk – Wie viel?****Rätsel: Wer ist wer?**

Using the information below, fill in the table provided with personal information for six people. Then, answer the questions. Lastly, compare your final answers with those of your classmates.

HINT: Use masculine and feminine words such as *der*, *die* and *eine* to help you narrow down your options.

Personaldaten

- Michael wiegt 36 kilo und kommt aus Hamburg.
- Der Älteste ist 183 cm groß und kommt aus Bremen.
- Das Mädchen aus Leipzig ist 96 cm groß.
- Tanja kommt aus Freiburg und ist 59 kg schwer.
- Der Größte kommt aus Köln und ist 80 kg schwer.
- Susanna ist 27 Jahre alt und 171 cm groß.
- Die Jüngste heißt Hanna und wiegt 14 kilo.
- Theodor ist 23 und 185 cm groß.
- Berndt ist 45 und 92 kg schwer.
- Der 12-Jährige ist 148 cm groß.
- Eine Studentin ist 20 und ist 165 cm groß.
- Die Münchnerin wiegt 67 kg.
- Das kleine Mädchen ist drei Jahre alt.

Name	Michael	Berndt	Hanna	Tanja	Theodor	Susanna
Geburtsort	Hamburg					
Alter						
Größe						
Gewicht	36 kg					

1. Wie alt ist Tanja?

Note: Germans spell out numbers 1-12. Use numerals for 13 and up.

2. Woher kommt Berndt?

Auf geht's!

1.3 Smalltalk – Wie viel?

Wer ist das?

Below are Germans, Austrians and Swiss who are famous in the US. Do you know who they are? Try to match their names to one of the descriptions below.

Heidi Klum	Albert Einstein	Arnold Schwarzenegger
Martin Luther	Johann Wolfgang von Goethe	Wolfgang Amadeus Mozart
Albrecht Dürer	Bertold Brecht	Stefi Graf
Franz Kafka	Ludwig van Beethoven	Roger Federer
Heinrich Heine	Johann Sebastian Bach	Karl Marx

1. Er ist für Bodybuilding und Politik bekannt.

2. Sie ist für Modeling und Mode¹ bekannt. Sie hat mit einem Sänger vier junge Kinder.

3. Er ist für Musik bekannt. Er hat die Oper *Die Zauberflöte* komponiert.

4. Er ist für die Reformation bekannt.

5. Er ist für Autorennen² bekannt. Er fährt sehr schnell.

6. Sie ist für Sport bekannt. Ihr Mann ist amerikanischer Tennisprofi.

7. Er ist für Sport bekannt. Er hat 2005 in Wimbledon gewonnen.

8. Sie ist für Singen und *The Sound of Music* bekannt.

9. Er ist für Physik bekannt.

10. Er ist für das Buch *Faust* bekannt.

¹ fashion

² das Rennen – race

Mill around and find people in your class who fit the descriptions below. Ask questions to get the information you want *auf Deutsch!* When you find a match, write the person's name in the blank. You may only use each person twice!

Jana: Kommen Sie aus Pennsylvania?
 Else: Ja, ich komme aus Pennsylvania.
 Jana: Toll! Wie heißen Sie?
 Else: Ich heiße Else.
 Jana: Wie schreibt man das?
 Else: E-L-S-E. Was noch?
 Jana: Wohnen Sie hier in der Unistadt?
 Else: Nein, ich wohne nicht in der Unistadt.

1. kommt aus New York.
2. ist 2,00 Meter groß.
3. wiegt mehr als 50 Kilo.
4. ist 19 Jahre alt.
5. kommt aus dem Süden.
6. wohnt in der Unistadt. *(city where uni/college is located)*
7. kommt aus Kalifornien.
8. studiert schon mehr als zwei Semester.
9. studiert Musik.
10. kommt aus Arizona.
11. ist 20 Jahre alt.
12. studiert BWL.
13. wiegt 60 Kilo.
14. ist 21 Jahre alt.
15. studiert schon weniger als zwei Semester.
16. ist weniger als 1,60 Meter groß.
17. studiert Physik als Hauptfach.
18. ist älter als 24 Jahre alt.

Get into a group of three students and write a skit about the weather. Assign the roles below: weather forecaster, interviewer and Mann/Frau auf der Straße. Your group will either choose or be given a different city in Germany by your instructor.

Here's how the roleplay works: the forecaster gives the weather for the German city and then goes to the interviewer. The interviewer will then ask the person on the street to comment on the weather in the German city and compare it to the city he/she is from. Use the model below to help write your dialog, but be creative! If you are asked to perform your roleplay for the class, incorporate props to make things more interesting. Reference the weather symbols in *Lernbuch* 1.4F.

Es ist sonnig.

Es schneit.

Es ist sonniger in San Diego.

Es regnet.

Es ist heiß.

Es ist heißer in New Orleans.

Es ist kalt.

Es ist bewölkt.

Es schneit in New York, aber es ist sonnig in Köln.

Forecaster: Guten Morgen! Ich bin Herr Schmidt und ich bringe Ihnen die Wettervorhersage für Göttingen. Bitte vergessen Sie diesen Morgen ihre Regenschirme nicht, denn leider wird es den ganzen Tag regnen. Die Temperatur bleibt so um 9 Grad bis zum späteren Nachmittag, und dann geht's noch geringer. Morgen sieht es besser aus mit einer Hochtemperatur von 15 Grad und viel Sonnenschein überall. Und jetzt gehen wir live zu Frau Koch. Frau Koch, was sagen die Menschen auf der Straße zum Wetter heute?

Interviewer: Danke, Herr Schmidt. Guten Morgen! Ich bin Frau Koch und spreche heute mit Herrn Herrmann. Herr Herrmann, wie finden Sie das Wetter heute in Göttingen? Wie ist das Wetter heute in Berlin? Vergleichen Sie bitte das Wetter hier und in Ihrem Geburtsort.

Herr Hermann: Also, das Wetter heute ist ziemlich regnerisch und windig. Ich hätte gern zu Hause geblieben! Aber im Juli ist es noch kälter in Berlin. Dort regnet es fast jeden Tag und man sieht kaum die Sonne. Naja, das Wetter hier ist doch nicht so schlimm, muss ich mal sagen!

Read what several Germans say about the weather where they currently live, and then answer the questions that follow in complete sentences.

Henning: Ich heiÙe Henning. Geboren bin ich in Darmstadt. Ich wohne und arbeite in M¼nchen. M¼nchen liegt in Bayern, in S¼ddeutschland. M¼nchen ist eigentlich nicht weit von Østerreich. Hier in M¼nchen ist das Wetter im Sommer sehr schn. Es regnet nicht oft, ist aber sehr oft sonnig und warm. Im Winter schneit es manchmal, aber nicht so viel wie in den Alpen.

Peter: Ja, mein Name ist Peter. Ich komme aus Uslar in der N¼he von Gttingen. Ich studiere aber in Bremen Englisch und Biologie auf Lehramt. Bremen ist im Norden, fast an der Nordsee. Von Bremen ist es nicht weit nach D¼nemark und in die Niederlande. Eigentlich ist das Wetter in Bremen oft schlechter als in Gttingen. Es ist in Bremen oft sehr k¼hl und regnerisch, auch im Sommer.

Tanja: Ich bin Tanja, 22 Jahre alt, aus Leipzig, im Osten. Seit drei Semester studiere ich Germanistik in Freiburg. Freiburg ist im Schwarzwald, hat fast immer gutes Wetter, besonders im Sommer. Freiburg ist auch nicht weit von Frankreich und der Schweiz.

1. Fill in the places these students are from, and where they live currently.

	Geburtsort	Wohnort
Henning	<input type="text"/>	<input type="text"/>
Holger	<input type="text"/>	<input type="text"/>
Tanja	<input type="text"/>	<input type="text"/>

2. What can you say about the weather according to their statements?

3. Have you ever been to any of the cities where these students live? When, why and for how long?

4. Would you want to visit any of these cities for vacation? If so, at what time of the year?

The following quotes offer a few perspectives on America from individuals around the world. What resonates as true? What seems off base?

Helmut Kohl, former German Bundeskanzler

One thinks first of the Americans' generosity. That trait distinguishes them from almost every other society on earth. Few other nations have remained so eager to continue to admit and accept people from other lands within their midst. In recent years, the Americans have been pained and hurt in some of their experiences with the outside world and may have hardened somewhat. But still, after 200 or 300 years, they remain astonishingly young, occasionally naively so, but still sympathetically, truly young. European societies are much older, and their faces are often wrinkled.

Carlos Fuentes, Mexican writer

What the US does best is to understand itself. What it does worst is understand others.

Janet Morgan, Special advisor to director general of the BBC

I think Americans are best at making ice cream.

Jean-Jacques Servan-Schreiber, French technology expert and writer

From my first days in the U.S., I have been a regular student and admirer of America. But today the U.S. faces a crisis in education. The level of primary and secondary education is well below the worldwide average. Young Americans entering college can hardly write a decent one-page text. They take little time and no pleasure in reading. They also ignore that there is a world of human beings outside the borders of the U.S., and they are confident that the U.S. remains No.1 and unchallengeable.

Prince Sultan Bin Salman, Royal Saudi Air Force

America's greatest asset is its people. What attracted my attention was that as individuals they were very proud of being American. They were extremely ambitious in the quest for excellence.

1. Whose quote do you think best captures what it means to be an American/live in America and why?

2. Who do you think has probably never visited America and why?

3. Why do you think Carlos Fuentes has the perspective that he does? Is this changing nowadays?

4. Are these viewpoints generally negative or positive in your opinion?

A new German movie production is underway, but the casting has not yet started. Create a casting call for a German newspaper, specifying the physical requirements of the characters. Use the model to get started, but also be creative!

They are looking for stars for the following parts:

- ein berühmtes Fotomodel mit Essstörungen¹;
- ihr attraktiver Casanova-Boyfriend;
- seine Großmutter, eine ehemalige ostdeutsche Leistungsschwimmerin;
- ein böser, böser Bankier, der viel Bier trinkt;
- sein Leibwächter²;
- die kleine Tochter des bösen, bösen Bankiers.

Wir suchen Schauspieler für die folgenden Rollen:

Ein böser Bankier: 1,50 bis 1,65 groß, 90 bis 120 kg schwer, Alter von 50 bis 70.
Ein berühmtes Fotomodell mit Essstörungen: ...

1. das berühmte Fotomodell mit Essstörungen

2. ihr attraktiver Casanova-Boyfriend

3. seine Großmutter

4. der böse Bankier

5. sein Leibwächter

6. die kleine Tochter des bösen Bankiers

¹ eating disorders ² bodyguard

With a partner, write a conversation between a distraught owner of a missing cat and a police officer. The officer should find out all the relevant information about the cat and the owner, of course. Write your portion of the conversation in the box below, so that you can perform it in class. Use the words/phrases provided to help you write your dialog.

Meine Katze ist entlaufen.

Beschreiben Sie bitte Ihre Katze.

Wie bitte?

Gut.

Vielen Dank!

Bitte.

Wir rufen morgen an.

My cat is missing.

Please describe your cat.

Pardon me?

Fine.

Thank you very much!

You're welcome.

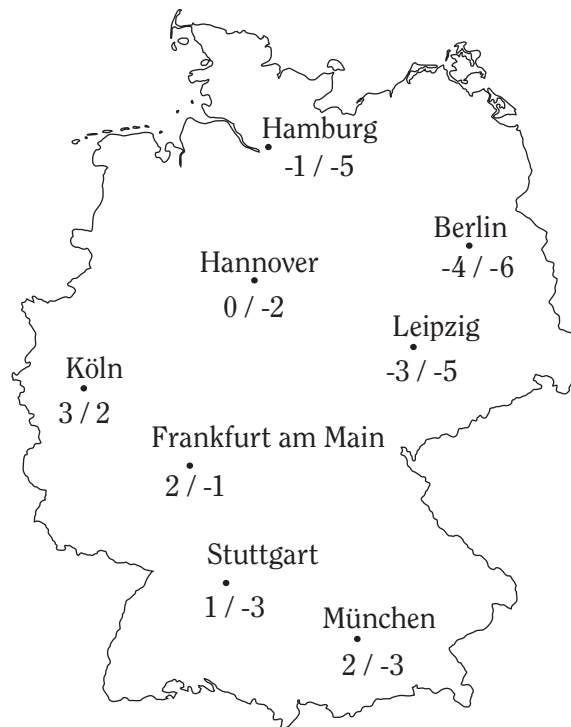
We'll phone you tomorrow.

Auf geht's!

1.4 Smalltalk – Wie ist das Wetter?

Wetterbericht

These are weather maps for January 1. Use the info to fill in the first two columns below. Check today's weather at <http://www.wetter.de> to fill in the remaining columns.



bewölkt - *cloudy* sonnig - *sunny* teils bewölkt - *partly cloudy* kühl - *cool* schön - *nice*
 warm - *warm* es regnet - *it's raining* es schneit - *it's snowing* heiß - *hot* kalt - *cold*

	Wetter am 1.1	Temperatur am 1.1	Wetter heute	Temperatur heute
Hamburg	teils bewölkt	zwischen -1 und -5		
Berlin				
Hannover				
Leipzig				
Köln				
Frankfurt am Main				
Stuttgart				
München				

Auf geht's!

1.4 Smalltalk – Wie ist das Wetter?

Das Wetter heute

Look up the weather for these cities on *wetter.de*. You can search for them on the main page where it says: **Wie ist das Wetter in**; enter the **Ort** (place), **PLZ** (*Postleitzahl*: zip code) or **Land** (country), and then press start. Report temperatures in Celsius, and use keywords to report the weather conditions.

After filling in the weather reports, complete the sentences that follow based on your findings. Try to use each city once.



sonnig



überwiegend
sonnig



teilweise
bewölkt



überwiegend
bewölkt



bewölkt



regnerisch



gewittrig

heiß - *hot*

nebelig - *foggy*

trocken - *dry*

kalt - *cold*

windig - *windy*

nass - *wet*

kühl - *cool*

schön - *beautiful*

vereist - *icy*

schwül - *humid*

schneeig - *snowy*

warm - *warm*

Berlin

Wetterzustand:

Maximal:

Minimal:

Göttingen

Wetterzustand:

Maximal:

Minimal:

Freiburg

Wetterzustand:

Maximal:

Minimal:

München

Wetterzustand:

Maximal:

Minimal:

Meine Unistadt:

Wetterzustand:

Maximal:

Minimal:

Meine Heimatstadt:

Wetterzustand:

Maximal:

Minimal:

1. Es ist sonniger in _____ als in _____ .
2. Es ist heißer in _____ als in _____ .
3. Es ist kälter in _____ als in _____ .
4. Es ist wärmer in _____ als in _____ .
5. Es ist kühler in _____ als in _____ .
6. Es ist regnerisch in _____ , aber es ist sonnig in _____ .

Auf geht's!

1.1 Smalltalk – Hallo!

Greetings

Which greeting or goodbye would you use for each of the people below at the time given? Write down your choices, and then compare your answers with a classmate or two. You do not have to use each option only once.

Guten Morgen - *good morning* Guten Tag - *good afternoon* Hallo - *hi*
Auf Wiedersehen - *good bye* Guten Abend - *good evening* Tschüss - *good bye*



3:30 PM; goodbye



10:00 AM; greeting



8:15 PM; greeting



1:30 PM; greeting



9:00 AM; greeting



5:00 PM; goodbye

Auf geht's!

1.1 Smalltalk – Hallo!

Duzen oder siezen?

In German, *duzen* means to use the familiar *du* form of address with someone, and *siezen* refers to using the polite/formal *Sie*. Circle if you would use *du* or *Sie* when talking to the people below, and give the reason why. Compare your answers with a partner.



du

Sie



du

Sie



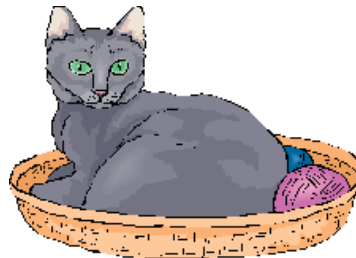
du

Sie



du

Sie



du

Sie



du

Sie

Auf geht's!

1.1 Smalltalk – Hallo!

Wie schreibt man das? A

Find a partner with Version B. Spell the words below for your partner using the German alphabet, and write down the words he/she spells for you. Compare what you wrote to what your partner spelled after you've both read your entire list out loud.

Spell these words for your partner

1. studieren
2. kommen
3. wohnen
4. Deutsch
5. Geologie
6. Kunst
7. Informatik
8. Geschichte
9. Physik
10. Medizin
11. Musik
12. Sport
13. Soziologie
14. Studentin

Write down the words your partner spells

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.
11.
12.
13.
14.

Auf geht's!

1.1 Smalltalk – Hallo!

Wie schreibt man das? B

Find a partner with Version A. Spell the words below for your partner using the German alphabet, and write down the words he/she spells for you. Compare what you wrote to what your partner spelled after you've both read your entire list out loud.

Spell these words for your partner

- 1. lernen
- 2. sein
- 3. finden
- 4. Biologie
- 5. Architektur
- 6. Anglistik
- 7. Chemie
- 8. Spanisch
- 9. Psychologie
- 10. Religion
- 11. Philosophie
- 12. Theater
- 13. Uni
- 14. Schule

Write down the words your partner spells

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.
- 14.