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The 4 page 60 minute ESL British English lesson – 05/07/14

## Tesco Bank launches current account

Recently Tesco launched its own current account. The supermarket's aim is to challenge the top four major High Street banks\* in the UK with Tesco Bank, despite it having only a minimal in-house branch presence.

Tesco claims it will bring competition back to the market that currently offers "ridiculously poor value" to consumers. It said its new current account was without the "smoke and mirrors" offerings, such as charges and introductory deals, used by others.

Tesco Bank is offering 3% interest on balances. It will charge a monthly fee of £5 unless customers pay in £750 per month. The new current accounts can only be opened and managed online. However, there is telephone support. Tesco will allow deposits to be paid in at 300 stores. There will be no fixed monthly fee for an agreed overdraft. Instead there will be a flat 18.9% interest rate.

Tesco hopes to capture business from its existing six million customers who already use its savings, insurance and loans; together with its 17 million Clubcard holders. New account holders will be able to earn money off in-store, or when they use their debit cards elsewhere. Tesco describe their new account as a "solid offering".

The new Tesco Bank joins three other banks this year who are offering new current accounts. Marks and Spencer launched its first free account in May. Virgin Money is expected to follow soon. TSB, which has been spun off from Lloyds, is, since April, offering customers a new current account. The Post Office is also introducing new current accounts.

### SPEAKING – WARM UP

Think of three things you know about current accounts. Go round the room swapping details with others.

### LISTENING – WRITING - DICTATION

The teacher will read some lines of the article slowly to the class.

### READING

Students should now read the article aloud, swapping readers every paragraph.

### SPEAKING - UNDERSTANDING

**1) The article** – Students check any unknown vocabulary or phrases with the teacher.

**2) The article** - Students should look through the article with the teacher.

- 1) What is the article about?
- 2) What do you think about the article?
- 3) Was this an easy or difficult article to understand?
- 4) Was this a boring or interesting article?
- 5) Discuss the article.

**3) Article quiz** - Students quiz each other in pairs. Score a point for each correct answer. Score half a point each time you have to look at the article for help. See who can get the highest score!

#### Student A questions

- 1) Name the four major UK banks.
- 2) Explain the term 'spun off'.
- 3) How much interest is offered per month by the new bank?
- 4) What is the overdraft rate offered?
- 5) What is an 'overdraft'?

#### Student B questions

- 1) What is a 'Clubcard'?
- 2) What is a 'debit card'?
- 3) Explain the term 'solid offerings'.
- 4) Explain the term 'ridiculously poor value'.
- 5) Explain the term 'smoke and mirrors'.

\*Lloyds, RBS, Barclays and HSBC

**Category: Business / Banking / Tesco Bank**  
**Intermediate / Upper Intermediate**

## Tesco Bank launches current account - 5<sup>th</sup> July 2014

### WRITING / SPEAKING

*In pairs.* On the board write as many words as you can to do with '**Current accounts**'. *One-two minutes.* Using your words compile a short dialogue together.

### WRITING / SPEAKING

*In pairs* – Think of five things you know about current accounts. Add five other types of account banks offer their customers. Write them below. Talk about them. Which is good for you?

- 1) \_\_\_\_\_ (1) \_\_\_\_\_
- 2) \_\_\_\_\_ (2) \_\_\_\_\_
- 3) \_\_\_\_\_ (3) \_\_\_\_\_
- 4) \_\_\_\_\_ (4) \_\_\_\_\_
- 5) \_\_\_\_\_ (5) \_\_\_\_\_

*The teacher* will choose some pairs to discuss their findings in front of the class.

### WRITING / SPEAKING

*In pairs - On the board* – Make two lists. On the left list the top banks in your country. Next to them add the new banks that have entered the market recently. Compare the advantages and disadvantages of both. *5 mins.*

*The teacher* will choose some students to hear their explanations.

### DISCUSSION

#### Student A questions

- 1) Did the headline make you want to read the article?
- 2) What is Tesco?
- 3) Have you ever visited a Tesco? If yes, where?
- 4) Would you open a current account with Tesco Bank? Explain.
- 5) What rate of interest do you get on your current account?
- 6) Are you satisfied with the rate of interest offered on your current account?
- 7) Does your bank offer competitive interest rates?
- 8) Do you prefer mobile banking or internet banking to branch banking?
- 9) Why is Tesco able to offer 3% against most banks rates of about 0%?
- 10) Have you learnt anything today?

### SPEAKING – ROLEPLAY 1

*In groups.* You are one of the following four guests or are the interviewer. You are in the *Business FM* radio studio. Today's interview is: *Tesco Bank launches current account. 10 mins.*

- 1) A spokesperson from the new Tesco Bank.
- 2) A dissatisfied banking customer from one of the big four banks.
- 3) Someone thinking of opening a current account somewhere.
- 4) Someone with a Tesco Clubcard.

*The teacher* will choose some groups to roleplay their interview in front of the class.

### SPEAKING - ROLEPLAY 2

*In pairs.* *Student A* is a Tesco Bank Customer Service representative. *Student B* wishes to change banks; possibly to Tesco Bank. You decide to ring up Tesco Bank and speak to student A. *5 mins.*

### SPEAKING – DISCUSSION

*Allow 10 minutes* – As a class.

*New Tesco Bank challenges High Street rivals*  
**Google** the other new UK banks in the article.  
*Do you know of any others?*

*The teacher* can moderate the session.

### DISCUSSION

#### Student B questions

- 1) What do you think about what you've read?
- 2) Do you have a Tesco Clubcard or equivalent?
- 3) What is your bank's monthly fee on your current account?
- 4) Would you consider opening a current account with Tesco Bank?
- 5) What is the best interest rate offered by any new bank in your country?
- 6) Is 18.9% a bit steep for having a bank overdraft? Compare with your bank!
- 7) Why are interest rates so low?
- 8) Do supermarkets in your country offer current accounts to rival traditional banks?
- 9) Has this been a difficult lesson for you to understand?
- 10) Did you like this discussion?

**GAP FILL: READING**

**Tesco Bank launches current account**

(1)\_\_\_ Tesco launched its own current account. The supermarket's (2)\_\_\_ is to challenge the top four major High Street banks\* in the UK with Tesco Bank, despite it having only a minimal in-house (3)\_\_\_ presence.

Tesco claims it will bring competition back to the market that currently offers "(4)\_\_\_ poor value" to consumers. It said its new current account was without the "smoke and mirrors" offerings, such as charges and introductory (5)\_\_\_, used by others.

Tesco Bank is offering 3% (6)\_\_\_ on balances. It will charge a monthly (7)\_\_\_ of £5 unless customers pay in £750 per month. The new current (8)\_\_\_ can only be opened and managed online. However, there is telephone support.

***interest / accounts / fee / branch / recently / ridiculously / aim / deals***

Tesco will allow (1)\_\_\_ to be paid in at 300 stores. There will be no fixed monthly fee for an agreed (2)\_\_\_ . Instead there will be a flat 18.9% interest rate.

Tesco hopes to (3)\_\_\_ business from its existing six million customers who already use its (4)\_\_\_, (5)\_\_\_ and (6)\_\_\_; together with its 17 million Clubcard holders. New account holders will be able to earn money off in-store, or when they use their (7)\_\_\_ elsewhere. Tesco describe their new account as a "solid offering".

The new Tesco Bank joins three other banks this year who are offering new current accounts. Marks and Spencer launched its first free account in May. Virgin Money is expected to follow soon. TSB, which has been (8)\_\_\_ from Lloyds, is, since April, offering customers a new current account. The Post Office is also introducing new current accounts.

***spun off / savings / capture / deposits / loans / insurance / overdraft / debit card***

**GAP FILL: GRAMMAR**

**Tesco Bank launches current account**

Recently Tesco launched (1)\_\_\_ own current account. The supermarket's aim is to challenge the top four major High Street banks\* (2)\_\_\_ the UK with Tesco Bank, despite it having only (3)\_\_\_ minimal in-house branch presence.

Tesco claims it will bring competition back to the market that currently offers "ridiculously poor value" to consumers. It said its new current account was without (4)\_\_\_ "smoke and mirrors" offerings, such as charges and introductory deals, used (5)\_\_\_ others.

Tesco Bank is offering 3% interest on balances. (6)\_\_\_ will charge a monthly fee (7)\_\_\_ £5 unless customers pay in £750 per month. The new current accounts can only be opened (8)\_\_\_ managed online. However, there is telephone support.

***it / in / of / a / its / and / the / by***

Tesco will allow deposits to be paid in at 300 stores. There will be no fixed monthly fee for an agreed overdraft. Instead (1)\_\_\_ will be a flat 18.9% interest rate.

Tesco hopes to capture business from its existing six million customers who already use its savings, insurance and loans; together (2)\_\_\_ its 17 million Clubcard holders. New account holders will be able to earn money off in-store, or (3)\_\_\_ they use (4)\_\_\_ debit cards elsewhere. Tesco describe their new account as a "solid offering".

The new Tesco Bank joins three other banks (5)\_\_\_ year who are offering new current accounts. Marks and Spencer launched its first free account in May. Virgin Money is expected to follow soon. TSB, (6)\_\_\_ has been spun off (7)\_\_\_ Lloyds, is, since April, offering customers a new current account. The Post Office is (8)\_\_\_ introducing new current accounts.

***which / also / with / there / their / this / when / from***

Tesco Bank launches current account - 5<sup>th</sup> July 2014

## GAP FILL: LISTENING

### Tesco Bank launches current account

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## WRITING/SPELLING

### WRITING / SPEAKING

**1) On the board** - In pairs, as a class - write down **20 things you might see in a modern banking branch**. Talk about them! 5 mins.

**2) Sentence starters** - Finish these sentence starters. Correct your mistakes. Compare what other people have written.

- 1) Tesco \_\_\_\_\_
- 2) Current accounts \_\_\_\_\_
- 3) Customers \_\_\_\_\_

**3) Homework** - Write and send a 200 word email to your teacher about: **New banks in my country**. Your email can be read out in class.

### GAP FILL READING

- 1) recently
- 2) aim
- 3) branch
- 4) ridiculously
- 5) deals
- 6) interest
- 7) fee
- 8) accounts

### ANSWERS

- 1) deposits
- 2) overdraft
- 3) capture
- 4) savings
- 5) insurance
- 6) loans
- 7) debit cards
- 8) spun off

### SPELLING

The teacher will ask the class individually to spell the following words that are in the article. Afterwards check your answers.

- 1) minimal
- 2) unless
- 3) consumers
- 4) challenge
- 5) major
- 6) presence
- 7) account
- 8) competition
- 9) ridiculously
- 10) poor

### SPELLING

Use the following ratings:

**Pass = 12**

**Good = 15**

**Very good = 18**

**Excellent = 20**

- 11) introductory
- 12) instead
- 13) business
- 14) capture
- 15) together
- 16) elsewhere
- 17) follow
- 18) current
- 19) insurance
- 20) loans

Tesco Bank launches current account - *5<sup>th</sup> July 2014*