ANSWER KEY WITH EXPLANATIONS

Speak Business English Like an American Lesson 6 Idioms and Expressions Test

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1	B	2	C	3	A	4	A	5	C	6	A	7	B	8	B				

Explanations

1. **Choose the most appropriate response to each sentence:**

Our store had a very successful holiday season this year. Sales were through the roof!
✓ B) That's great. Congratulations!
Through the roof means very high, much higher than usual. Sales were excellent, so the right reply is to congratulate the speaker. Nothing here is about a real roof.

2. We're looking for some fresh thinking in our marketing department. Are you good at thinking outside the box?
✓ C) Yes, I'm great at coming up with new and creative ideas.
To **think outside the box** means to think in a new, creative way instead of the usual way. The reply about **new and creative ideas** fits. The other two replies describe the opposite: thinking like everybody else, or working in a traditional way.

3. I'd like to share the credit with you. Without you, I wouldn't have been able to find this important new client.
✓ A) Thank you. I appreciate the recognition.
To **share the credit** means to say that someone else also helped you succeed and deserves praise. The natural reply is to thank the speaker for the **recognition**. Not "I deserve some of the credit too", because the speaker is already giving you some of the credit.

4. A big Ace Hardware store is opening up in town. Do you think they'll give our local hardware store a run for their money?
✓ A) Definitely. Their selection will be bigger and their prices may be lower.
To **give someone a run for their money** means to be a strong competitor. A big store with more products and lower prices will be strong competition, so "Definitely" fits. The idiom has nothing to do with **running out of money**.

5. Since you need to drum up some new business, I suggest you exhibit at a trade show.
✓ C) Great idea! I'm sure we could find some new clients there.
To **drum up business** means to try hard to get new customers. A trade show is a good place to find **new clients**, so "Great idea!" is the right reply. The idiom has nothing to do with real drums.

6. You deserve a pat on the back for figuring out how to fix our computer network.
✓ A) Thanks. It was my pleasure.
A pat on the back means praise for doing something well. The polite reply to praise is "Thanks. **It was my pleasure.**" Not "Sorry...", because the speaker is happy with your work.

7. Kudos to you and the rest of the manufacturing department for figuring out how to cut our production costs!
✓ B) Thank you. We are proud of our results.
Kudos means praise or congratulations for an achievement. The team has already cut costs, so the right reply thanks the speaker and shows pride in the **results**. Not "We'll try our best...", because the work is already done.

8. Traditional ways of advertising are no longer working for our firm. Do you think we should try some guerrilla marketing?
✓ B) Yes, new ways of marketing might help increase sales.
Guerrilla marketing means cheap, unusual and creative ways of advertising. The speaker says the traditional methods no longer work, so trying **new ways of marketing** fits. Not "reliable old methods", because that is exactly what is not working.

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