

МИНИСТЕРСТВО ОБРАЗОВАНИЯ И НАУКИ РОССИЙСКОЙ ФЕДЕРАЦИИ
ФЕДЕРАЛЬНОЕ АГЕНТСТВО ПО ОБРАЗОВАНИЮ
Государственное образовательное учреждение
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«Оренбургский государственный университет»

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REAL ESTATE ANALYSIS AND MANAGEMENT

МЕТОДИЧЕСКИЕ УКАЗАНИЯ ПО АНГЛИЙСКОМУ ЯЗЫКУ

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Данные методические указания представляют собой подборку текстов, упражнений, диалогов по разговорной теме «Real Estate Analysis and Management» для студентов 2 курса по специальности «Экспертиза и управление недвижимостью» архитектурно-строительного факультета. Все упражнения способствуют развитию диалогической и монологической речи, а также развивают речевые навыки и умения перевода и говорения.

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Введение

Данные методические указания предназначены для студентов II курса по специальности «Экспертиза и управление недвижимостью».

Цель методических указаний - овладение навыками говорения, чтения, перевода на основе текстов из оригинальной литературы на английском языке.

Методические указания содержат 10 уроков, включающих тексты и упражнения к ним, в том числе тексты для самостоятельной работы студентов с целью развития навыков чтения и перевода литературы по специальности.

1 Section 1 My Speciality

1.1 Words and word combinations to the text

higher educational establishment- высшее учебное заведение
to be a first (second, -third) year student - быть первокурсником
(второкурсником, третьекурсником)
specialist - специалист
speciality - специальность
to train - готовить
highly-qualified - высококвалифицированный
to be in great demand - иметь большой спрос
day (evening) time department - дневное (вечернее) отделение
a course of study - курс обучения
well-equipped - хорошо оборудованный
to master - овладевать
research work - исследовательская работа
the latest achievements - новейшие достижения
course paper - курсовая работа
graduation thesis - дипломная работа
construction site - строительная площадка
insurance - страхование
post graduation course - аспирантура
opportunity - возможность

1.2 Read the following words and mind their pronunciation

- a) -ch- achievements, architect, chemistry, research, technology, technical
-th- methods, mathematics, thesis
-ph- philosophy, physics
б) Civil Engineering Faculty, establishment, speciality, foreign language,
knowledge, highly-qualified, opportunity, insurance

1.3 Give the principle forms of the following verbs and translate them

to train	to learn	to read
to begin	to provide	to write
to study	to do	to send
to teach	to have	to continue

1.4 Real and translate the text

My Speciality

Orenburg State University is the largest educational establishment in our town. There are 2 Institutes and 15 Faculties in the University. I am a second-year student of the Civil Engineering Faculty. Our faculty was organized in 1970. It trains specialists in different specialities, among them are : «Industrial and Public Structures», «Designers», «Architects». Our speciality is «Real Estate Analysis and Management». It is rather new.

During the years of activity our faculty has trained many highly-qualified engineers. Such specialists are in great demand nowadays.

There are the day-time, the evening-time and extra-mural departments. Those who combine studies with their work are trained at the evening-time and the extra-mural departments.

A course of study lasts five years. Two years of general study when we are taught mathematics, physics, philosophy, chemistry, a foreign language (English, German, French) and some others, and then three years of professional training when we learn Principles of Real Estate Management, Principles of Insurance, Land Use Analysis, Building Construction, Technology of Construction Processes and other special subjects necessary for our profession.

While studying at the University we attend lectures, do laboratory works and tests. We have quite a number of well-equipped laboratories, lecture halls and a library. Mastering the foreign language enables us to read foreign literature and learn about the latest scientific and technical achievements abroad.

The fourth-year students combine their studies with their research work. We write course papers and graduation thesis on the scientific problems of our research work.

In the 4'th and 5'th years of our study we are to have vocational practice in order to have a clear idea of what our speciality is like. The students are sent to work at different plants and construction sites, where they master the job and at the same time collect materials for their diploma papers. The specialists of this kind are in great demand now.

All the graduates get work according to their speciality. The students of our speciality are able to work at construction offices, analysis organizations, banks, insurance companies. Besides we can continue our study at the post-graduate course. In a word we have a wide range of opportunities.

1.5 Look through the text and find English equivalents for the following word combinations

- ГОТОВИТЬ СПЕЦИАЛИСТОВ
- ВЫПОЛНЯТЬ КУРСОВЫЕ РАБОТЫ
- КУРС ОБУЧЕНИЯ
- ВТОРОКУРСНИК

- выпускник
- последние достижения в науке и технике
- курсовая работа

1.6 Find synonyms to the following words

institution	opportunity
to be connected with	to be in great demand
to be in need	to master
diploma paper	establishment
to get knowledge	to deal with
possibility	graduation thesis

1.7 Answer the following questions

- 1 What University do you study at?
- 2 How many faculties and institutes are there in your University?
- 3 What faculty do you study at?
- 4 Are you a second-year student?
- 5 What specialists does your faculty train?
- 6 What subjects is the academic curriculum composed of?
- 7 Why are the students taught foreign languages?
- 8 What does the course of study end with?
- 9 In what way can the graduates continue their study?
- 10 Where can the graduates work?
- 11 Why have you entered this faculty?

1.8 Translate these sentence into English

- 1 В прошлом году я был первокурсником.
- 2 Я должен выполнить курсовую работу к концу семестра.
- 3 Наш факультет готовит специалистов по разным специальностям.
- 4 Лучшие ученики имеют возможность продолжать обучение в аспирантуре.
- 5 Умение пользоваться компьютером очень важно для будущего специалиста.
- 6 Мы часто читаем статьи о последних научных и технических достижениях в нашей стране и за рубежом
- 7 Защита диплома самое ответственное время в жизни студента.

1.9 Вставьте предлоги (with, of, in, on)

- 1 The process of studying deals..... mastering new construction methods.
- 2 Such specialists aregreat demand now.
- 3 We have quite a number.....well-equipped laboratories.
- 4 We write graduation thesis the scientific problems of our research work.

5 We are provided everything necessary for a scientific career.

1.10 Reproduce the dialogue

A: Where do you study?

B: I study at Orenburg State University.

A: How many faculties are there in your University?

B: There are 15 faculties and two institutes in our University. Among them are the Power Engineering Faculty, the Faculty of Food Production, the Faculty of Economy and Management, Transport Faculty and others. I'm a student of the Civil Engineering Faculty. My speciality is «Real Estate Analysis and Management».

A: What subjects do students take at the University?

B: We study quite a number of subjects including, mathematics, physics, philosophy, foreign language and some special subjects such as Principles of Real Estate Management, Principles of Insurance, Technology of Construction Processes.

A: Where can a man of your speciality work?

B: The graduates of our speciality are able to work at banks, insurance companies and construction offices.

1.11 Make up dialogues using the following situations

- You have met your former classmate, who is a student of the Medical Academy now. Exchange your opinions on the process of studying.
- Your acquaintance is going to enter our University this year. Try to persuade him/her to apply for your faculty.
- A group of foreign students is visiting our University. They are interested in each faculty. Tell them about the Civil Engineering Faculty.

1.12 Speak on the following topics

- 1 Our University
- 2 Your speciality

1.13 Study the text and translate it using a dictionary

Real Estate and Land Use Affairs Concentration (California Department)

In California the Real Estate and Land Use Affairs area of concentration is intended for students preparing for careers within the real estate industry, as governmental and private position relating to planning, environmental regulation

and finance; management positions in public and private corporations concerned with investment, site locations and positions related to the marketing or sales of real estate. Completion of the courses required for this concentration may qualify students to take the California Department of Real Estate Broker's Exam. The course includes the following units:

- 1 Real Estate Principles
- 2 Real Estate Development
- 3 Real Estate Finance
- 4 Market Analysis
- 5 The Land Use Regulatory

1. Real Estate Principles.

An examination of real estate principles necessary for the acquisition, financing, and management of real estate. Incidents of ownership, the brokerage business, and state regulation are emphasized.

2. Real Estate Development.

An introductory course to urban land development; including history of real estate development in the U.S., a survey of property markets, the development process, the role of the public sector, site selection, land purchasing procedures, market studies and financial analysis.

3. Real Estate Finance.

An examination of the mechanisms of real estate finance, source of funds, loan contracts and principles of mortgage risk analysis. The evolution of secondary mortgage markets, government policy, and market interference will be investigated.

4. Market Analysis.

Analysis of non financial and financial factors influencing investment decision. Topics include: location and its linkages; methods of estimating demand for real estate; methods for evaluating competing supply; use of market analysis in decision making.

5. The Land Use Regulatory.

The course focuses upon the interface of the public and private sector California land development process; and the influence of a governmental landscape upon land use regulatory. It includes comparative analysis of urban form and growth management, role of the judiciary and participants in the land use decision - marking process.

6. Current Topics in Real Estate and Land Use.

Examine contemporary and emerging issues in land use regulation, market analysis, mortgage markets, property markets, real estate cycles, real estate development, finance, securities and management.

The minor in Real Estate and Land Use Affairs is designed to provide students in other fields with the opportunity to broaden their undergraduate education and to acquire specialized skills useful in a wide range of job opportunities. Among them are:

- 1 Management of Human Resources
- 2 Principles of Insurance

- 3 The Construction Industry
- 4 Legal Aspects of Construction
- 5 Construction Labor relations
- 6 Urban Economic
- 7 Urban Geography

to intend (for) – предназначать

minor – непрофилирующий предмет

to acquire – приобретать, овладевать

acquisition – приобретение

loan – заём, ссуда

mortgage – ипотека, закладная

1.14 Put down questions to the text

1.15 Compare your course of study with that in California

2 Section 2 Mobile test complex

2.1 Read the following words and mind their meaning

exposure - местоположение
earthquake - землетрясение
hydrological - гидрологический
disturbance - нарушение (дислокация)
pliability - гибкость, пластичность
shortage – недостаток

2.2 Read and translate these words

to estimate - estimation
to disturb - disturbance
to add - addition-additional
to apply - application
geology - geological
hydrology - hydrological
seismic - seismically
territory - territorial
earth – earthquake

2.3 Read and translate the text

Mobile Test Complex Method

GEOPHYSROGNOS includes different methods, one of the most widely used is "Mobile test complex". The "Mobile test complex" method was designed on basis of car by specialists for estimation of construction seismic stability and injury degree of buildings and structures located in zones of usual, only climatic exposure, seismic danger, earthquake seismic explosive attack and mountain open-cast mines, geological, hydrological and others dangers. By means of the "Mobile test complex" one can easily determine absolutely truly reason of buildings destruction, reveal specific defect spots, establish real buildings and structures injury degree in accordance with the international scale.

For example, 25. 10. 01 in New York, in southern part of Manhattan the 15 floors house facade crashed down by building an additional storey of a house. It happened because the part of a house was in a zone of the lowered bearing capacity of a ground, i.e. in a zone of tectonic disturbance. Application of the "Mobile test complex" method allowed to discover two cracks crossing the house foundation.

There were also distructions of the Sport Palace in Stavropol 1999, of the Palace of Celebration in Jerusalem 2001 and many other wrecks. The reason of all these crashes was the same - pliability and coming down of soil under a part of the

house in a zone of tectonic disturbance. Thus such regions are considered to be seismically dangerous.

Application of the "Mobile test complex" allows to reduce considerably the workload of standard building seismic stability estimation in regions of seismic danger, to obtain territorial maps of seismic stability, seismic stability shortage and seismic risk. It can be applied for basic analysis, of dynamic parameters of buildings and structures reaction. By means of "M.T.C" it is possible to reveal local defects of buildings and structures, to develop recommendations for efficient construction reinforcement. The result of this work is the certificate of building safety which contains all necessary information about real building conditions.

In November, 1999 in exhibition "Brussels Eurecar'99" the "Mobile test complex" was awarded with a silver medal.

At present time specialists carry out inspection of buildings obtaining damage after a number of the strongest earthquakes in 1999.

2.4 Find Russian equivalents to the following word combinations

an injury degree	осмотр зданий
seismic danger	пластичность почвы
to determine a reason	сильнейшее землетрясение
tectonic disturbance	сейсмически опасный
soil pliability	степень повреждения
seismically dangerous	определить причину
the strongest earthquake	полученное повреждение
an inspection of buildings	сейсмическая опасность
obtaining damage	тектоническое нарушение

2.5 Translate the words and word combinations given in brackets

1. The "Mobile test complex" method was designed (для оценивания сейсмической стабильности) of buildings.
2. By means of the "mobile test complex" (можно легко определить причину) of building destruction.
3. The 15 floors house facade (разрушился) by building an additional storey of a house.
4. It is possible to develop recommendations (для эффективного укрепления конструкции).
5. The certificate contains all necessary information (об условиях строительства).
6. The specialists (проводят осмотр повреждённых зданий) after a number of earthquakes.

2.6 Chose the correct tense and explain it

• was designed

Past Perfect

	Past Indefinite Present Continuous
• includes	Present Indefinite Past Continuous Present Perfect
• was building	Past Perfect Past Continuous Present Continuous
• has crashed	Present Perfect Past Indefinite Past Perfect

2.7 Make up different questions to the following sentences

1. The "Mobile test complex" was designed by specialists on basis of car.
2. In New York the 15 floors house facade crashed down.
3. At present time specialists carry out inspection of buildings.
4. Application of the method allows to determine a reason of destruction.
5. The result of that work is a certificate.

2.8 Write a translation of the following text in English, paying attention to the passive voice (see page 16)

Метод сейсмически стабильного планирования (ССП) - "Seismic stability prospecting" method (SSP).

Метод ССП является одним из методов геофизического прогноза и включает в себя: определение причин разрушения конструкций, альтернативное сейсмическое планирование, геофизический прогноз разрушений конструкций, зданий, трасс, железных дорог.

Например, метод ССП был использован для установления причин разрушения двухэтажного здания школы в Выборгском районе Санкт-Петербурга. При строительстве здания инженеры тщательно просчитали устойчивость конструкции, учитывая колебания грунта в данном районе. Поэтому причина обвала долго оставалась неясной. Высказывались различные версии происшествия. Посредством метода ССП был исследован грунт в районе обвала и были обнаружены нарушения в тектонической зоне, а именно отверстие глубиной 22 метра. Оно и стало причиной обвала конструкции. Следовательно этот район нужно считать сейсмически неблагоприятным и опасным для строительства.

2.9 Choose one of Geophysprognos methods and speak on it

3 Section 3 Polymeric Mortars

3.1 Words to the text

durability -прочность
irrevocable - окончательный, безвозвратный
expose - подвергаться
reagent - реактив
medium (pl. media) - средство
chamois acid - серная кислота
hydrofluoric acid - фтористая водородная кислота
adhesion - прилипание
composite - смесь
mortar - раствор

3.2 Remember what Russian words have the same roots and find the equivalents

for example: activity (активность) -деятельность	
construction	задача
to ruin	указание
industrial	основа
intensive	разрушать
problem	сооружение
to indicate	промышленный
manufacture	сильный
basis	указывать
direction	производство

3.3 Read and translate the text

Polymeric Mortars for Building Construction Durability Increase

One of the factors lowering the building constructions, technological tanks and equipment durability is the corrosion. More than 10% of metal is ruined due to the corrosion, that means that only in Russia, for example, irrevocable losses of steel are estimated at several million tones. The given figures don't reflect in full the real losses caused by metal construction and product ruining. More losses are connected with building construction and technological equipment damage. At chemical factories and machine-building enterprise galvanic shops the processes of the corrosion are especially intensive. In industrial countries the losses caused by the corrosion have already reached the size compared to the expenses for main industries development. Building constructions and technological equipment are exposed to the intensive corrosion at special enterprises. Complex reagents and not individual ones are

used in technological processes at many enterprises. These technological media are extremely aggressive to many building materials.

Therefore building construction and technological tank protection in different operating conditions is an urgent economic problem. To increase building construction durability special measures are taken in designing an industrial enterprise. Especially interesting and perspective direction is the using for anticorrosion of various polymeric materials. In recent years some composite materials on reactoplast basis are being widely used in the world practice to protect building constructions. Such building materials as mastics, polymeric mortars and polymeric concrete on furfuran, epoxy and polyester pitch basis are widely used for these purposes.

The special literature analysis indicates that polymeric composites on furfuran, epoxy and polyester pitch basis have been investigated well enough on chemical resistance to various aggressive media, especially in mineral acids solutions such as chamois, hydrochloric and nitric acids.

That's why resistant to such media material manufacture is very important. For building construction anti-corrosion protection it's necessary to have such materials that would possess both sufficient chemical resistance to extremely aggressive media and enough adhesion to metal and concrete and would be simple for manufacturing.

3.4 Some statements are not true to fact. Correct them

Use the following : that's right; nothing of the kind; I don't agree; I think that's exactly so; that's true; that's not right

- 1) One of the factors lowering the building construction durability is the corrosion.
- 2) More than 10% of metal is ruined due to the oxidation (окисление).
- 3) At chemical factories the processes of the corrosion are rather slow.
- 4) Special measures are taken to increase building construction durability.
- 5) Individual reagent are used in technological processes at many enterprises.
- 6) Building construction protection is not an important economic problem.
- 7) To protect building construction some composite materials are used.
- 8) The interesting direction is the using for anti-corrosion of various polymeric materials.

3.5 Study the text and render it in Russian

The durability of building construction anticorrosive protection at special enterprises depends on a variety of technological factors such as the influence of hydrofluoric and chamois acid solutions and evaporations, increased temperature of the aggressive medium and mechanical influence. In this connection, materials used for construction protection should possess a high degree of chemical inertness, and high durability. The analysis of the date of epoxy polymeric mortars with various fillers have shown that the nature of the filler influences epoxy polymeric mortar chemical resistance. The highest resistance possess polymeric mortars on OK basis. The durability of polymeric mortars on OK basis has increased on 15% - 20% that can be explained by structure of the material as a result of rather strong insoluble crystal forming.

4 Section 4 Foundations

4.1 Words and word combination to the text

stratum (pl. strata)	пласт
load	тяжесть
flexibility	гибкость
bearing capacity	допустимая нагрузка
requirement	необходимое условие (требование)
strength	прочность, крепость
to encounter	сталкиваться
applicable	применимый, подходящий
pile	свая
compaction	сжатие, уплотнение
to grout	заливать раствором

4.2 Guess the meaning of the following words

stability, design, construction, structure, to inform, economy, physical, limitation, type, to correct, alternative, to organize, process, client, absolute, minimum, final, scheme, to plan

4.3 Remember the following grammar material

Таблица времён Indefinite, Continuous и Perfect Passive

Время	Present	Past	Future
Indefinite	The letter is written	The letter was written	The letter will be written
Continuous	The letter is being written	The letter was being written all day	-----
Perfect	The letter has been written	The letter had been written by yesterday evening	The letter will have been written by tomorrow evening

Translate the following sentences into Russian paying attention to the passive voice

1. The type of foundation may be determined by the structural load.
2. New methods in the design and construction of building have been closely related to the development of computers.

3. The famous Egyptian pyramids were being built for more than 40 years.
4. All loads will be transmitted to the foundation by a rigidly constructed framework.
5. Most skyscrapers were supported by rock foundation.
6. The new school construction will have been finished by the end of 2005.

4.4 Read and translate the text

Foundations

A foundation may be defined as a means of transferring loads to underlying strata while ensuring the overall stability and serviceability of the supported structure.

The type of foundation chosen for any application will be determined by the structural load, the structural flexibility, and the bearing capacity and settlement characteristics of the underlying strata. These factors lead to a requirement that the following criteria should be satisfied, although it should be noted that the criteria are not necessarily interdependent

- (a) adequate strength
- (b) stability
- (c) economy

The engineer responsible for the design will have evaluated all these requirements and arrived at a suitable design before the start of construction. The site engineer is therefore primarily responsible for ensuring that the strata encountered are those anticipated by the designer, and for keeping the engineer informed of any variation which may be encountered.

Strength

A foundation must have sufficient structural strength to support the imposed loads.

Stability

The overall stability of the structure should be examined to ensure that changes in foundation stability will not occur. These may be caused by variable loading condition, slope stability, mining operation or ground water changes.

Economy

The final choice of the type of foundation to be adopted will most probably be made on grounds of cost. It is therefore important that the correct alternatives are considered when most comparisons are made.

The choice of the foundations for a structure will often be influenced by the physical limitation of the site. These may dictate the use of particular type of foundation. In order to enable foundation designs to be undertaken on a safe and economical basis, a detailed site investigation should be carried out; the importance of this cannot be over-stated. In general, foundation can be divided into two types

- (a) shallow foundation, which include pads, strips and rafts

(b) deep foundation, which include piles and caissons.

Ground improvement works can be undertaken to improve the natural foundation characteristics; these can include vibro-replacement, vibro-compaction, dynamic compaction and grouting.

4.5 Form all possible word - combinations

physical	foundation
underlying	investigation
site	design
transferring	strata
suitable	limitation
shallow	flexibility
bearing	load
structural	capacity

4.6 Find synonyms to the following words

application	beginning
stratum	significance
requirement	steady
start	layer
stable	research
investigation	employment
importance	demand

4.7 Fill the blanks with suitable words below

1. The ... will be determined by the load.
2. A foundation must have ... structural strength.
3. The overall ... of the structure should be
4. The choice of foundation will be influenced by the ... of the site.
5. A detailed site ... should be carried out.
6. Foundation can be ... into two types.
(stability, physical, foundation, examined, sufficient, divided, investigation, limitation, structural)

4.8 Put down questions to the text

4.9 Texts for written translation

Shallow foundations

Strip and pad footings and rafts act by transferring pressure imposed by the structure at the base of the foundation to the underlying strata.

Strip and pad foundation are usually simple and, therefore, often cheap to construct, unless the only adequate bearing stratum is at depth or the water table is high, in which cases the temporary works required to overcome the problem may render them uneconomic. The load-bearing capacity is determined by the strength of the surface, it will be possible to carry most loads on a foundation taken to the rock head. In other materials, load capacity will usually be based on allowable settlement criteria.

In soils which may contain voids and, in particular, in chalk and limestone areas where solution holes are known to occur, checks should be made at frequent intervals, by probing or drilling, to insure that a firm foundation can be provided. In such a case it is normal for foundation to be designed to span a nominal void.

On completion excavation, concreting should be undertaken as quickly as possible.

If a foundation of reinforced concrete is to be constructed, then the base should be blinded with a layer of dry concrete to prevent the absorption of excessive moisture by the exposed strata and to prevent the reinforcing steel from becoming dirty. For mass concrete footings there is no need for blinding, and the foundation should be constructed as soon as the excavation has been completed.

Changes in soil moisture content may be caused by the roots of growing and/or recently removed trees, and these are common causes of significant foundation movements. The engineer on site should always be aware of the problems likely to be caused by the roots of trees and should ensure that foundations are taken to an adequate depth.

Deep foundations

Although caissons and other deep excavated foundations are sometimes used to support buildings, piles are the deep foundation commonly employed. They are particularly valuable for transferring loads to lower strata capable of carrying larger loads within a limited plan area.

Piles are relatively deep but slender foundations which, depending on the strata encountered, transfer load by frictional forces on the shaft of the pile and/or pressure on the end of the pile.

There are two basic types of pile which can be formed in many different ways.

- (a) Driven/displacement piles. The pile is driven into the ground, displacing soil in the process. It may be either a preformed member or cast in a tube which was driven.
- (b) Bored piles. The ground is removed prior to construction and the pile formed in the bore. Either preformed or cast in place techniques may be used, although the latter are normally employed.

Cast in situ piles may have the base enlarged. This will increase the proportion of load carried by the base and hence the capacity of a pile for a given length.

Performed piles may be constructed of timber, steel or concrete. The testing piles falls into three categories: materials, load testing and integrity testing.

4.10 Speak on foundations

5 Section 5 Dwelling Building

5.1 Read the following words and mind their meaning

layout - планировка.
purchaser - покупатель.
lobby - прихожая.
flue - дымоход.
plumbing - водопровод.
surveillance - наблюдение.

5.2 Give missing forms of the following verbs

choose	...	chosen
light	lit	...
...	had	had
occupy	occupied	...
feed	...	fed
...	built	built
include	...	included

5.3 Read and translate the text

Dwelling Building

The first part of the project is an eight-storey, two-section residential building, with each section serviced by its own stairwell and lift. Each storey of each section contains two apartments. In all, 20 apartments are planned in the building, ranging in size from 177 to 347 meters, with ceilings no lower than 4.2 metres and with the purchaser's choice of apartment layout. The top two storeys will be occupied by two level penthouse apartments on the seventh and eighth floors, offering an amazing and unique view of the Peter and Paul Fortress, the Strelka and Rostral Columns, the Hermitage, the central area of the Neva river, the Admiralty and the Gulf of Finland. Most bedrooms have their own, separate lavatory. Apartments with larger floor areas may also be negotiated. The ground floor is occupied by retail space, which is served by its own entrance, with the residential entrance located on Divenskaya Street. The foyer in the entrance to the apartments will be elegantly decorated and the entranceway and stairwells well-lit. For security, the noiseless lifts will allow residents access only to their own floors and each apartment will be provided with a video feed to the lobby for access control. Both the parking area and building grounds are provided with excellent lighting. The heating and ventilation systems for the apartments will be state of the art, with a centralized system of ventilation and air conditioning, complete with an air-filtering function. The building has its own central heating system and each apartment includes its own fireplace flue.

The building's plumbing includes chemical and mechanical water-purification systems.

All windows are double-paned and soundproofed with classic wood frames, and all apartments have reinforced metal security doors. Communications connections to all apartments are of the highest standard, including fibre - optic telephone lines, Internet access and satellite and antenna television. Services include professional maintenance, twenty-four hour security, including a video surveillance system, concierge and fire and security alarm systems.

5.4 Make a sentence out of two parts

1. The top two storeys will be occupied	will be elegantly decorated.
2. Most bedrooms have	with classic wood frames.
3. The foyer in the entrance	are of the highest standard.
4. All windows are double paned and sound proofed	by two – level penthouse apartments.
5. Each storey of each section	with excellent lighting.
6. The parking area is provided	its own central heating system.
7. Communications connections to all apartments	their own separate lavatory.
8. The building has	contains two apartments.

5.5 Find the necessary information in the text and speak on:

- 1) The building layout
- 2) Systems of security
- 3) Inside service systems

5.6 Read the dialogue in pairs, reproduce it and make up your own dialogues

Vivien: Thomas I haven't seen you for ages! How are you? Where do you live now?

Thomas: I'm fine. I live in a countryside in a medium - sized detached house.

Vivien: Is your house spacious?

Thomas: Yes, we have 6 room.

Vivien: Have you a stove?

Thomas: No, the house is centrally - heated with good kitchen and bathroom facilities, we have got water on tap. But we have a coal – fire.

Vivien: This is very nice. I suppose it's admirably to sit late at night and watch the real fire burning in the middle of the room.

Thomas: Certainly. Would you like to visit us?

Vivien: With the greatest pleasure.

5.7 Read the following advertisement of real estate sale and make up your own

Homes of the Month

1. Located at Nikolina Gora in the prestigious Rublyovo-Uspenskoe area, 28 kilometers from the Moscow Ring Road, this house is of generally modern design, set against an evergreen forest backdrop.

Six bedrooms, a spacious kitchen, and a living room with fireplace span three levels, with the top level consisting of only one room, which is suitable for large social gatherings, home cinema, and billiards. There are seven toilets and three bathrooms.

Apart from the main residence, a separate building serves as both a garage and servants quarters, in addition to a veranda providing a venue for traditional Russian tea parties. There is a sauna and indoor swimming pool attached to this building.

2. This spacious two – level 340 meter apartment is located in a green area in the south of Moscow. The apartment is located in a new modern building with underground garage. It was designed by an American with family comfort in mind. The property offers 5 bedrooms, a living – room, a study; built – in kitchen with modern equipment, a spacious dining area. It is tastefully furnished with exclusive modern furniture.

5.8 Role play

The city growth

Problem

Damages to the firms building a hotel extension to the Centre for International Trade in Moscow amount for now to 8 million hard cash. This information was made public at the press conference held at the Centre in June this year.

The building work was suspended a year ago by the district council. The decision was made under the stormy pressure of a local Greenpeace. Greenpeace activists are worried about the poor ecological situation in the locality. The troubled area is the park situated nearby. If construction goes on, the territory of the park (about 0.6 hectares) will be trespassed.

To resolve the dispute District Council had a number of meetings with all the interested parties.

Words and word combinations

extension	пристройка
make public	передать гласности, объявить
locality	местность, район
trespass	вторгаться в чьи-либо владения
suspend	приостанавливать

Roles

Representatives of the building firms
Executives of the District Council
Greenpeace activists
Local residents

Representatives of the foreign firms

You represent the building firms. You are utterly displeased with the situation. The contact between yourselves and District Council is being suspended. You are losing not only time but money. Now you to pay damages to the sub-contractors with whom you have placed orders for the supply of building materials and the work force.

Greenpeace activists

1. You are strongly against the project as the territory of the park will be trespassed. The park was laid down in the 19th century and must remain intact as a national treasure.
2. In your view it is quite possible to arrive at a compromise. Construction may be resumed if the International Trade Centre invests money into the rehabilitation programme. You may also add some other considerations you have.

Local resident

Every morning you do the jogging in the park. Your feeling is that as the time goes by the ecological situation in the area becomes worse. Now the park is put to another danger. What the most important now is to find sponsors who will help to save the park from further decay.
You may also use some other arguments.

Executive of the local Council

You are in two minds about the project. On the one hand, you understand that the project will affect the Environment. You are afraid that the park and the old mansion located on its territory will suffer most. On the other hand, if construction is stopped the City will be losing hard currency.

Useful Language

The history of the questions is...

There are alarming signs that...

The concentration of dust in the air exceeds the norm.

The soil is heavily polluted.

The city growth inflicts damage on the Environment.

I consider it short - sighted.

One must foresee the consequences of one's actions.

The main task is to solve the problem of waste disposal.

Further Subjects for Discussion

- 1 What changes would you recommend to make towns better places to live in?
- 2 What are the prospects of developing waste - free technology in Russia?

Written follow – up

The subject of the composition is

'Nature knows no Borders!'

6 Section 6 Real Estate Management

6.1 Read the following words. Mind their meaning

objective - задача

profit - доход (прибыль)

essential - существенный

income - доход

permanent - постоянный

pawn - залог

involvement - вовлечение

goal - цель

illegal - незаконный

realty - real property - недвижимое имущество

6.2 Read and translate these words and word combinations

to stimulate - stimulating the development

to finish - unfinished - unfinished constructions

commerce - commercial - non commercial use

to apply - applying - applying of the mechanism

to attract - attraction - attraction of investments

to involve - involvement - property involvement

legal - illegal - illegal property management

6.3 Read and translate the text

Conception about State property Management of Russian Federation. Aims and objectives of real estate management

Improvement of the real estate management system should provide reaching the following aims:

- Maximally possible rise of federal property profits;
- Most effective carrying out the social function by the State in process of using the federal property;
- Stimulating the development of the real economy sector with the help of real estate;
- Involvement of unfinished construction objects in an economic turn;

To reach the aims listed above it is essential to form the full list of the state property (real estate balance); which includes cost, quantitative, technical and legal characteristics of property objects, including unfinished construction objects and define the cases and rights for providing land to people and companies.

The land should be provided to commercial organizations as a property or for a rent to increase budget income from using lands and to stimulate organizations for optimizing the areas of their land.

Land for permanent using should be provided only to organizations, which are financed from the budget, and citizens for non-commercial use. It is necessary:

1. to provide applying of the market evaluation's mechanism when using the property;
2. work out essential legislation, that let use different ways of federal property management such as: pawn, trustful management, etc.
3. create conditions for attraction of investments to the real economy sector by maximal property involvement in a turn including unfinished construction objects' providing to the investors under privileges.
4. regulate the questions of the state buying the real estate and define goals the state would like to reach doing that.
5. provide a strong control over the property use define legal possibilities of seizing the property from the private companies (f. e.: in case of illegal property management);

Reaching the goals of realty management is possible when all management functions are concentrated in one department.

6.4 Form all possible word - combinations

property	profit
define	control
permanent	goal
legal	involvement
realty	possibility
strong	using
federal	management

6.5 Find synonyms to the following words

illegal	to accomplish
aim	income
objective	important
to carry out	to establish
essential	to supply
to create	task
to provide	unlawful
profit	goal

6.6 Translate the sentences from Russian into English. Use the following:

it is necessary ...

it is essential...

one should ...

must, to have to, ought, need

1. Необходимо стимулировать развитие экономического сектора в России.
2. Земля должна быть арендована коммерческими организациями.
3. В постоянном пользовании земля должна находиться только у организаций, финансируемых из бюджета.
4. Нужно создать условия для привлечения инвестиций в экономику страны.
5. Необходимо отрегулировать вопросы приобретения недвижимости государством.
6. Нужно чётко определить цели и задачи государства.

7 Section 7 Land Use Regulatory

7.1 Read the following words and mind their meaning

spatial – пространственный
to alter – изменяться
to amalgamate – объединять
to conform – соответствовать
to adapt – приспособлять, переделывать
to proceed – происходить
a resident – постоянный житель
outcome – результат, следствие
to emerge – возникать
ownership – владение

7.2 Find Russian equivalents to the following word combinations

urban area	географические связи
natural evolution	действительные потребности
economic activity	демографические направления
geographical linkage	городской район
inherited land	естественное развитие
demographic trends	экономическая деятельность
effective demands	унаследованная земля

7.3 Read and translate the text

Interrelations Between Land Use and Urban Change

Changes in land use are a reflection of the changing function and spatial organization of an urban area. They reflect the outcome of complex social and economic processes.

Over time, the characteristics of the population resident in an area of region alter by the natural evolution of demographic trends, and in particular, because of migration between areas. Similarly, economic activities grow up, amalgamate, migrate and decline. Different types of population and economic activity have different needs and effective demands for use of land and buildings.

Growing prosperity is reflected in demands from both households and economic activities for higher space standards, and a generally improved physical environment. New travel habits emerge associated with the growing ownership of private vehicles, and the changing character of the public transport network. In turn, these create demands for additional road space. The changing journey to work creates new geographical distributions of homes and workplaces. New relationships between home, service activity and recreational and cultural activities become possible. New techniques of production, distribution and communication alter the geographical

linkage between activities and between activities and the final purchasers of their goods and services.

The use and ownership of the inherited stock of land and buildings must be adapted to conform to these changing requirements. This adaptation proceeds by the improvement, conversion and changing intensity of use of the inherited stock of land and buildings, and by its redevelopment and change of use where necessary.

7.4 Answer the following questions

- 1) What do changes in land use reflect?
- 2) Why do the characteristics of the population resident alter?
- 3) How is growing prosperity reflected?
- 4) What create demands for additional road space?
- 5) What must be adapted to the changing requirements?

7.5 Read the text and find answers to the following questions

1. What is the situation regarding land if you buy a dacha?
2. Are there still unresolved problem areas with dacha land?
3. Are any significant changes expected to be made to the land code that could affect dacha owners?

The Laws of Dachaland

Most buyers of dachas and property in the Moscow region no longer need to worry about the status of the land beneath their property, according to legal experts. Although all land once belonged to the state, and most land within the city of Moscow is still owned by the local government, land outside the capital in most cases now passes to the property purchaser as part of the sale agreement.

The majority of dacha plots are already in private ownership. They were privatized in the early '90s. Therefore land under dachas has already been traded for some time and that market is already quite mature.

One of the key problems is with settlements where land is held for the unlimited usage of ministries, government departments or the presidential administration. In other words, it is in state ownership. There is not much land like this, and so this issue only affects former or serving high-ranking officials who still have land in these areas.

Another issue is land held in 'life inherited ownership' – a type of estate law for land, which existed in the Soviet Union. Legally this land still belongs to the state. But since the new Land Code came into force in October 2001, new land has not been transferred into the new form of ownership. However, people whose plots remain in this outdated legal state may at any time register their new property under the new code.

Thus, life-inherited ownership has all but been abolished. It is just that those who have such land have not necessarily reregistered it. In order to sell or use as

security any land that has been inherited this way, the new owner must first register their ownership rights, at which point the life-inherited ownership ceases.

The fate of protected forest land is being actively discussed at the moment. Much of this state-owned land, some of which is located around reservoirs, is subject to special regulations. In order to sell such land to private individuals it is usually necessary to transfer the land from its present state of ownership, but the legal procedure is highly complicated.

Protecting land is a particular problem, as over the last ten years the authorities, particularly in the Moscow region, have transferred some of this land to private owners in various ways.

The rights of owner of dachas on such land are highly questionable. Most problems have arisen as a result of a lack of clarity in the legislation and because of poorly defined borders between land plots.

8 Section 8 What is a Bank?

8.1 Read the following words and mind their meaning

saving – сбережение
trust – опека
cash – деньги
brokerage – маклерство
prudent – осторожный, расчетливый
loan – заем, ссуда
intermediation – посредничество
customer – клиент
on behalf of – в интересах кого-либо
clearing – клиринг (система взаимных расчетов между банками)
to dispense – распределять
currency – валюта, деньги
conduit – канал
to pursue – преследовать
to gain – получать
access – доступ
competitor – конкурент

8.2 Find the English equivalents of the following Russian word – combinations

финансовые услуги	international trade
социальные задачи	currency exchange
функция страхования	financial services
основная роль	customer's security
международная торговля	principal role
безопасность (гарантии) клиента	social goals
обмен валюты	insurance function

8.3 Form all possible word combinations

investment	access
transforming	currency
commercial	investment
service	savings
gaining	paper
foreign	fee

8.4 Read and translate the text

What is a Bank ?

Banks are those financial institutions that offer the widest range of financial services – especially credit, savings, and payments services – and perform the widest range of financial functions of any business firm in the economy.

Vital functions performed by Full – Service Banking Institutions today are:

- 1) The cash management function
- 2) The saving function
- 3) The payments function
- 4) The investment function
- 5) The credit function
- 6) The trust function
- 7) The insurance function
- 8) The brokerage function

Banks are financial service firms, producing and selling the professional and prudent management of the public's funds as performing many other roles in the economy.

While many people believe that banks play only a narrow role in the economy – taking deposits and making loans – the modern bank has had to adopt new roles in order to remain competitive and responsive to public needs.

Banking's principal roles today are as follows:

The intermediation role	Transforming savings received primarily from households into credit (loans) for business firms and others to make investments in new buildings, equipment, and other capital goods.
The payments role	Carrying out payments for goods and services on behalf of their customers (such as by issuing and clearing checks, dispensing currency and coin, etc.).
The guarantor role	Standing behind their customers to pay off customer debts when those customers are unable to pay, which makes it both easier and cheaper for a bank's customers to obtain credit elsewhere in the financial marketplace.
The agency role	Acting on behalf of customers to manage and protect their property or issue and redeem a customer's securities.
The policy role	Serving as a conduit for government policy in attempting to regulate the growth of the economy and pursue social goals.

History shows that one of the first services offered by banks was currency exchange - a bank stood ready to trade one form of currency, such as dollars, for another, such as francs or pesos, in return for a services fee. Such exchanges were very important to travelers in the ancient world (as they are today) because their survival and comfort depended on gaining access to the local currency of the country or city through which they were traveling. In today's financial marketplace, trading in

foreign currency is usually carried out only by the largest banks (in the United States, predominantly by money center banks in New York City) due to currency risk and the expertise needed to carry out such transactions.

8.5 Look through the text and answer the following questions in general features

- 1) What is a bank?
- 2) What are functions performed by a bank?
- 3) What are banking`s principal roles?

8.6 Study the text and render it in Russian

The Emergence of Modern Banking

The first bankers were money – changing institutions, situated usually at a table or in a small shop in the commercial district, aiding travelers who came to town by exchanging foreign coins for local money or discounting commercial notes for a fee.

The first bankers probably used their own capital to fund their activities, but it wasn't long before the idea of attracting deposits and securing temporary loans from wealthy customers became an important source of bank funding. Loans were then made to merchants, shippers, and landowners. Most of the early banks of any size were Greek in origin. The Romans generally tolerated banking practices, but were hesitant to set up banks of their own.

The banking industry gradually spread outward from the classical civilization of Greece and Rome into northern and western Europe.

The development of new overland trade routes and improvements in navigation in the 15th, 16th, and 17th centuries gradually shifted the center of world commerce from the Mediterranean region to northern and western Europe, where banking became a leading industry. During this period were planted the seeds of the industrial revolution, which demanded a well – developed financial system.

When colonies were established in North and South America, Old World banking practices were transferred to the New World. At first the colonists dealt primarily with established banks in the countries from which they had come. As the 19th century began, however, state governments in the United States began chartering banking companies. Many of these were simply extensions of other commercial enterprises, for example , sales of food, housing utensils, and farm equipment. Both the federal government and the states playing key roles in the control and supervision of banking activity, has persisted to the present day and is a truly unique American invention.

8.7 Write a summary of the following text in English

Из-за того, что банки играют очень важную роль в экономике страны, существует много споров, что же такое банк. Было бы правильным идентифицировать банк по его основным функциям (услуги, предоставляемые им и роль, которую он играет в жизни общества и в экономике страны); но проблема в том, что функции банка со временем меняются, и функции их основных конкурентов тоже меняются.

Многие финансовые институты, включая брокерские фирмы, и страховые компании – стараются предоставлять такие же услуги, как и банки. А банки в свою очередь опровергают права таких небанковских конкурентов, расширяя сферу своей деятельности и власти: предлагают брокерские операции с недвижимостью, все виды страхования, инвестиции в совместные фонды, и много других новых услуг. Банки представляют собой один из самых важных институтов государства для изучения и понимания.

9 Section 9 Mortgage

9.1 Read the following words and mind their meaning

infancy	период становления
security	гарантия
undersigning	подписание
loan	заем, ссуда
significant	значительный
rate	процент
to charge	назначать
expense	расход

9.2 Read and translate the text

Mapping Mortgage Territory

The residential mortgage market is still in its infancy, but mortgages are becoming increasingly attractive as the economy and real incomes to grow.

A federal law on the regulation and issue of mortgage-backed securities was passed last November, giving financial institutions a new tool for raising loan funds. The creation of a mortgage-backed securities legal basis and infrastructure will be one of the major developments for the mortgage market in 2004.

Undersigning mortgages is currently a complicated process. One of the key problems here is the law regulating taking an apartment from the client should they appear to be unable to pay the mortgage.

Another problem is that tax reforms are still incomplete. This brings additional expenses to processing mortgage loans and makes the underwriting activity very complicated. However, legislation should be developed significantly to reflect the rapid growth of the mortgage market.

While legislative reforms lie almost entirely in the hands of the State Duma, banks are already addressing other issues within their control.

The interest rates most banks charge clients are very high. And it is extremely difficult to use a mortgage to buy an apartment under construction, because it doesn't have any sort of ownership papers.

Some banks started issuing loans for cottages and real estate under construction at a fixed rate of 14 percent per annum. Although this is phenomenally high by western standards.

Thus the percentage of people buying apartments using mortgages is still very small, the potential for the mortgage market is simply enormous. If we manage to make mortgage procedures more efficient, the mortgage industry will make huge progress in this country.

9.3 Look through the text and find English equivalents for the following word combinations

федеральный закон
гарантии возврата ссуды
реформы налогообложения
законодательные реформы
высокие проценты
в процессе строительства
огромный прогресс
дополнительные расходы

9.4 Some statements are not true to fact correct them

Use the following; that's right; nothing of the kind; I don't agree; I think that's exactly so; that's true that's not right

- 1) Mortgages are not becoming increasingly attractive now.
- 2) The creation of mortgage – backed securities is very important.
- 3) Undersigning mortgage is a simple process.
- 4) Incomplete tax reforms make the underwriting activity very complicated.
- 5) It is easy to use mortgage to buy an apartment under construction.
- 6) The percentage of people buying apartment using mortgage is very high.

9.5 Read the text and study the new information

Mortgages Made Easy

Brendon Lewis, correspondent, discusses with Victoria Kochetkova problems of mortgages.

B: What is the typical structure of a mortgage?

V: Lets consider a client wishing to buy one-bedroom (two-room) apartment, costing \$60,000. They would be looking at the following figures:

Dawn payment – \$15,000
Monthly income - \$1,500 net
Loan amount - \$45,000
Loan period – 10 years
Interest rate – 10%
Monthly payments - \$595

B: How do I apply for a mortgage?

V: the seven simples steps to getting a mortgage are as follows:

1. Complete the mortgage application form and compile the documents required to underwrite the mortgage.
2. Submit the mortgage application to the bank's loan committee for review.
3. Select a realtor and choose a new home.

4. Ensure the chosen property has a clean title.

5. Sign the insurance agreements.

Mortgage insurance is required for each mortgage loan. This is done in order to protect the borrower against property damage, loss of ownership rights, and temporary disability.

6. Prepare and sign the mortgage agreement.

7. Register the sales agreement and the mortgage.

Photocopies of the following documents will be required: passport, marriage certificate, diplomas, and a statement of earning.

B: Are there any specific factors people should be aware of?

V: It should be noted that the borrower immediately becomes the owner of the home they purchase. If it is absolutely impossible for the client to repay the mortgage, they may decide to sell the apartment and return the money to the bank.

B: What practical advice would you give prospective borrowers?

V: The client should start looking for an apartment as soon as they have received approval for a mortgage from the bank. Banks charge loan origination and processing fees of about 1.5 percent of a loan. If you decide to find an apartment through a real estate agency, they will charge you a fee, which may vary from 4 percent to 8 percent of the price of the apartment. Apartments in brick buildings near the city center or in pleasant suburban areas are considered the most liquid and make for a good investment.

10 Section 10 Insurance

10.1 Read the following words and mind their meaning

insurance – страхование
mortgage – закладная, ипотека
deed – документ
injury – ущерб
to encroach – покушаться на чужие права
to verify – подтверждать
survey – осмотр
forgery – подделывание
judgment – решение суда
marital – брачный
lien – залог

10.2 Read and translate the following words

effect – effective
to protect – protection
to encroach – encroachment
value – valuable
close – disclosed – undisclosed
to bound – boundary
market – marketable – unmarketable
sign – signature
to forge – forgery
own – owner – ownership
competent – incompetent

10.3 Find Russian equivalents to the following word combinations

to obtain mortgage	видимые признаки
to overlook one judgment	право на собственность
unmarketable property	получить закладную
visible signs	дата вступления в действие
effective date	собственность невозможная для продажи
claim to the property	пересмотреть решение суда

10.4 Read and translate the text

What Title Insurance Will Do For You

Title insurance is a one-time premium paid to a title company that guarantees that you own a particular piece of property and guarantees that no one else has a claim to that property. You can't tell by looking at a property or at deed whether the title to that property is good, and no one will require you to obtain title insurance, unless you are obtaining a mortgages. Title insurance works the opposite of your health or home insurance, which pays for loss or injury occurring after the effective date. Title insurance pays for events which occurred before the policy's effective date. It is the best protection you can have against any claim that may arise out of the past.

You may wonder what can go wrong once if you have a deed to the property in hand. The deed is recorded at the Country Recorder's office, everything looks official, and an examination of the property shows no visible signs of encroachment or problems. You have walked the property, verified the survey, and see no boundary disputes. You could even go through the country records, if you wanted to do so, and check for any possible problems. Do you still need title insurance? Yes, you need title insurance for several reasons.

There are matters that could have occurred in the past, such as a forgery, or a signature by an incompetent person, clerical errors, incorrect marital status, undisclosed heirs, improper interpretation of wills, signing by anyone without authority, a minor's signing, or any possible claims made by third parties against the title, all of which could make title to the property unmarketable. Title insurance will also cover losses or damages you suffer if there is no access to the land. Even if you searched all the country records yourself, you would still have to be able to interpret the effects of such information on ownership. Overlooking just one judgment or lien could be very costly.

Title insurance is protection that you can't afford not to have. The chances are that you will never have to file a claim, but in the event that you do, you will be glad that you have this valuable insurance. The cost of title insurance is minimal when you consider the protection it provides.

10.5 Fill in the blanks with suitable words below

- 1) Title insurance pays for loss or occurring after the effective
- 2) Overlooking just one or could be very costly.
- 3) The examination of the shows no visible sings of
- 4) Title insurance is a one time paid to a title company.
- 5) You have a to the property in hand.
- 6) Title is protection that you can't afford not to have.

(premium, insurance, injury, deed, date, property, encroachment, judgment, lien)

10.6 Find synonyms to the following words

to obtain	mistake
require	affair
injury	to confirm
to occur	to receive

to verify	demand
survey	damage
error	to happen
matter	examination

10.7 Choose the correct tense and explain it

- is paid Present Continuous
 Present Indefinite
 Present Continuous
- are obtaining Present Indefinite
 Past Indefinite
 Present Continuous
- will require Future Indefinite
 Present Perfect
 Future Continuous
- have occurred Past Indefinite
 Present Perfect
 Past Perfect

10.8 Read the dialogue in pairs and reproduce it

The deputy head of the individual insurance department answers questions on the essentials of home insurance.

C: If someone intends to insure an apartment, what should they look for in an insurance contract? What risks are covered by a household insurance policy?

D: There are several types of insurance contracts. A contract can cover the risks of losing ownership rights, the destruction of property, damages caused to improvements and third-party liability. Your choice of insurance type should be based on the risks to which your particular property is likely to be subject.

C: What fine print should people pay attention to when choosing insurance?

D: You need to study carefully what a company offers, paying special attention to all documentation to find out of the company's requirements are when making a claim, what the procedure is for calculating damages and which documents are required to receive a payout.

C: What documents do you normally need to receive insurance payouts?

D: It depends on the type of insurance contract. In the case of damage to the interior, you will need a report from the local maintenance department.

C: What kinds of risks does a tenant's contents policy cover?

D: It can cover all types of risks: fire, flooding, explosion, natural disasters, burglary and damage by a third party.

10.9 Imagine that you are an insurance agent, try to persuade your client to insure his property

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