



# TRATO HECHO!

Spanish for Real Life

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### **Preface**

¡Trato hecho! is a modular beginning Spanish program for students who want to put Spanish to immediate use in their community or place of work. The central goals of ¡Trato hecho! are to build proficiency in and appreciation for the Spanish language, to develop students' understanding of Hispanic cultures and their growing importance in the world, and to provide contexts that reinforce the usefulness of Spanish in today's economy, particularly in North America.

Students today recognize the important role Spanish plays and will continue to play in North America. The global economy and community, NAFTA, and opportunities in international business have sparked a renewed interest in language study. ¡Trato hecho! responds to this surging interest by stressing the features of Spanish needed for everyday communication and applying them immediately to realistic settings around the world.

# Approach and Organization

At the heart of ¡Trato hecho! is its flexible, modular approach. It is published in two paperbound volumes of six lecciones each (five regular lecciones and one video review) and in one hardcover volume of twelve lecciones. All volumes are expected to be available in electronic and CD-ROM formats and can be customized to suit any program.

The main theme of the ten regular *lecciones* is divided into four interrelated topics, each of which corresponds to a language function that comprises three to four two-page modules. There are usually two vocabulary modules (four pages) and two grammar and exercise modules (four pages) per topic. A cumulative active vocabulary list is included after the fourth topic, before the student proceeds to the reading, writing, and application modules, which synthesize material in the vocabulary and grammar modules and provide opportunities to use newly-acquired skills in expanded contexts.

Two video review chapters recombine vocabulary, structures, functions, and cultural information in applied settings to offer cumulative real-world practice as well as a systematic review of all material covered.

The modular approach of ¡Trato hecho! was developed in response to the requests of students, particularly non-majors and those at community colleges, as well as of professors in service courses in departments with few Spanish majors. Students who work full- or part-time in addition to attending college benefit from compact modules, because material is more manageable when learners can test their abilities and apply new material in one module before continuing to the next one. Students find smaller chunks of material better suited to their fragmented schedules. Instructors say they also prefer modules because they afford flexibility in planning and personalizing a course, and tailoring it to the needs of their audience.

With ¡Trato hecho!, instructors have the option of customizing material by selecting modules to emphasize. For example, in a course that meets three hours per week and focuses on grammatical accuracy, an instructor might decide to emphasize the grammar modules. Other instructors might elect to cover fully the vocabulary and synthesizing modules and assign the grammar modules outside of class. The flexibility offered by the modular design allows instructors to tailor materials to the specific goals and needs of their students.

## Development and design

The development and design of ¡Trato hecho! put in place a process completely driven by pedagogical priorities. Photographs, illustrations, and realia are integrated with text so that each reinforces the other. Developing a language program with fully integrated text and graphics poses a serious challenge for authors and publishers. In the traditional textbook writing process, an author usually completes a manuscript before designers, artists, and photo researchers create the design and format and add the visual support of illustrations and photographs. This process often results in photographs with limited functional or pedagogical value, or in materials that are difficult (or impossible) to use.

To address this situation, the publishing team worked simultaneously on the writing and design of the program. We custom designed each two-page spread so that text and graphics not only fit in the space allocated for each module, but work together in a dynamic and pedagogically effective manner. The result is a new way of presenting Spanish that invigorates instructors and students and provides instant visual cues for learning and remembering material.

# **Chapter Organization**

The material in the ten regular *lecciones* is divided into four interrelated, color-coded topics that emphasize skill-getting: there is a blue, yellow, green and red topic in every regular chapter. Each color-coded topic comprises at least one two-page vocabulary module and one two-page grammar and exercise module. This modular, color-coded format provides an extremely focused and flexible framework for presenting and learning new material within the limited blocks of time available to today's students and instructors. The four color-coded topics are followed by a list of new chapter vocabulary, also presented by topic and color, one reading and writing module, and one application module.

Vocabulary modules. ¡Trato hecho! teaches useful vocabulary and expressions in contexts in which a broad range of students—traditional college-aged students, working people completing course work at night, retirees returning to school—might realistically find themselves or someone they know. The use of lively illustrations and vivid photographs in the vocabulary modules makes it possible to present new language entirely in Spanish while building a rich cultural framework. Presentation of new material is interwoven with contextualized and personalized activities that give students immediate practice. A limited number of new structures are previewed in each vocabulary module, laying the groundwork for their formal presentation in the grammar modules that follow.

Grammar modules. Each grammar module of ¡Trato hecho! presents and puts to use one new structure. Grammar explanations are extremely simple and direct, to facilitate study at home, if necessary, and review. In addition, self-check questions (Para averiguar) appear in the margins of the text to help students focus on essential points of each explanation and to enable them to verify that they have understood an explanation after they have read it.

We encourage students to look over these self-check questions before reading the explanations or proceeding to the exercises and activities (A lo personal), which provide immediate, contextualized reinforcement of new structures.

■■Vocabulary summary. A cumulative list of new active vocabulary appears in a two-page module that follows the skill-getting modules and precedes the skill-using modules. New words and expressions, all of which are recorded, are divided into four color-coded sections that correspond to the topic in which they appear. The color-coded format of the chapter vocabulary list makes it easy for students to study for exams and for instructors to make them up. In addition, this summary module also highlights one aspect of pronunciation related to the chapter structures or vocabulary and tied to additional work in the *Lab Manual*.

Reading and writing activity modules. Students become independent readers and writers by acquiring a mix of varied, flexible techniques and strategies. Each reading and writing module focuses on one new reading strategy that students put to immediate use as they read an authentic text carefully selected to tie together or expand the chapter topics.

Authentic texts include articles from magazines and newspapers, as well as brief literary texts. Writing activities offer students opportunities to apply their steadily growing base of vocabulary and structures to situations that require practical and creative expression.

Spanish courses across the country at the intermediate-advanced levels, every regular lección of ¡Trato hecho! features a task-based module in which students use Spanish in a realistic, applied way in a variety of fields where they may be likely to seek their future careers, including: education, counseling and social work, music and entertainment, the retail and fashion industries, law and the legal professions, the restaurant and catering industries, the hotel and travel industries, the media and communication industries and medicine. The ¡Trato hecho! modules make use of dynamic art and graphics and a rich variety of charts, articles, and other documents to emphasize the usefulness and vitality of Spanish in today's world.

Video review. Lecciones 6 and 12 are special video review chapters produced on location in Quito, Ecuador. These chapters give students the opportunity to recycle actively the functions, vocabulary, and structures they learned in the five preceding chapters in the context of a narrative that focuses on the world of business and commerce. Each chapter follows a character as he or she moves through a series of everyday experiences and job-related situations related to key functions students have studied. A unique feature of these chapters is the way they guide students to conduct their own systematized review of the material: through a series of carefully structured steps, students analyze the structures and vocabulary they need and come up with the paradigms required to complete the chapter activities. No other introductory Spanish program offers such a structured, motivating framework for students to review the material they have studied.

## Components

The essential goal of each component of **¡Trato hecho!** is simple: to make teaching and learning Spanish a successful experiences. Each component is carefully and logically woven into the program. Each brings the language, culture, and people of the Spanish-speaking world alive for instructors and students.

### **Student Text**

¡Trato hecho! is available in two volumes for purchase separately or in a special combined volume at a reduced price. Combined edition: ISBN 013-327974-X

### **Online Electronic Workbooks**

Completely integrated with ¡Trato hecho! and available free of charge on the Internet, Electronic Workbooks have been designed for students with little or no computer experience. These workbooks consist of tutorial and practice screens. All practice material is supported by detailed hints and reference files.

### Multimedia

¡Trato hecho! is expected to be available on CD within one year. Compatible with both IBM® and Macintosh® machines, the CD will enable students to slow speech, repeat phrases with the help of a native-speaking voice tutor, look up unknown words and phrases, record and listen to their own voices, and view translations of recorded material.

### Lab Manual/Workbook

The organization of the *Lab Manual* parallels that of the student text. Its scripted and semi-authentic recordings provide realistic listening texts and contexts that challenge learners to move beyond the in-text activities. One set of cassettes is available to departments adopting ¡Trato hecho! and can be duplicated and distributed to each student or used in the language lab. The *Workbook* complements the student text. It recycles and reinforces functions, vocabulary, grammar topics, cultural information, and communicative goals.

### **Annotated Instructor's Edition**

Marginal annotations in the *Annotated Instructor's Edition* include warm-up and expansion exercises and activities and additional cultural information. Also included are an array of tips and ideas designed specifically for novice teaching assistants or adjunct faculty who may be teaching Spanish for the first time in many years.

### **Testing Programs**

The *Testing Programs* for ¡Trato hecho! use a variety of techniques to evaluate students' skills in listening, speaking, reading, writing, and culture. These testing programs consist of quizzes and tests for each chapter, alternative mid-term and final examinations, and oral proficiency tests. They are available in IBM and Macintosh formats.

### Online Transparencies

Transparencies of maps, readings and illustrations to facilitate internalization of new vocabulary provide visual support materials for the student text.

### **Customized Components**

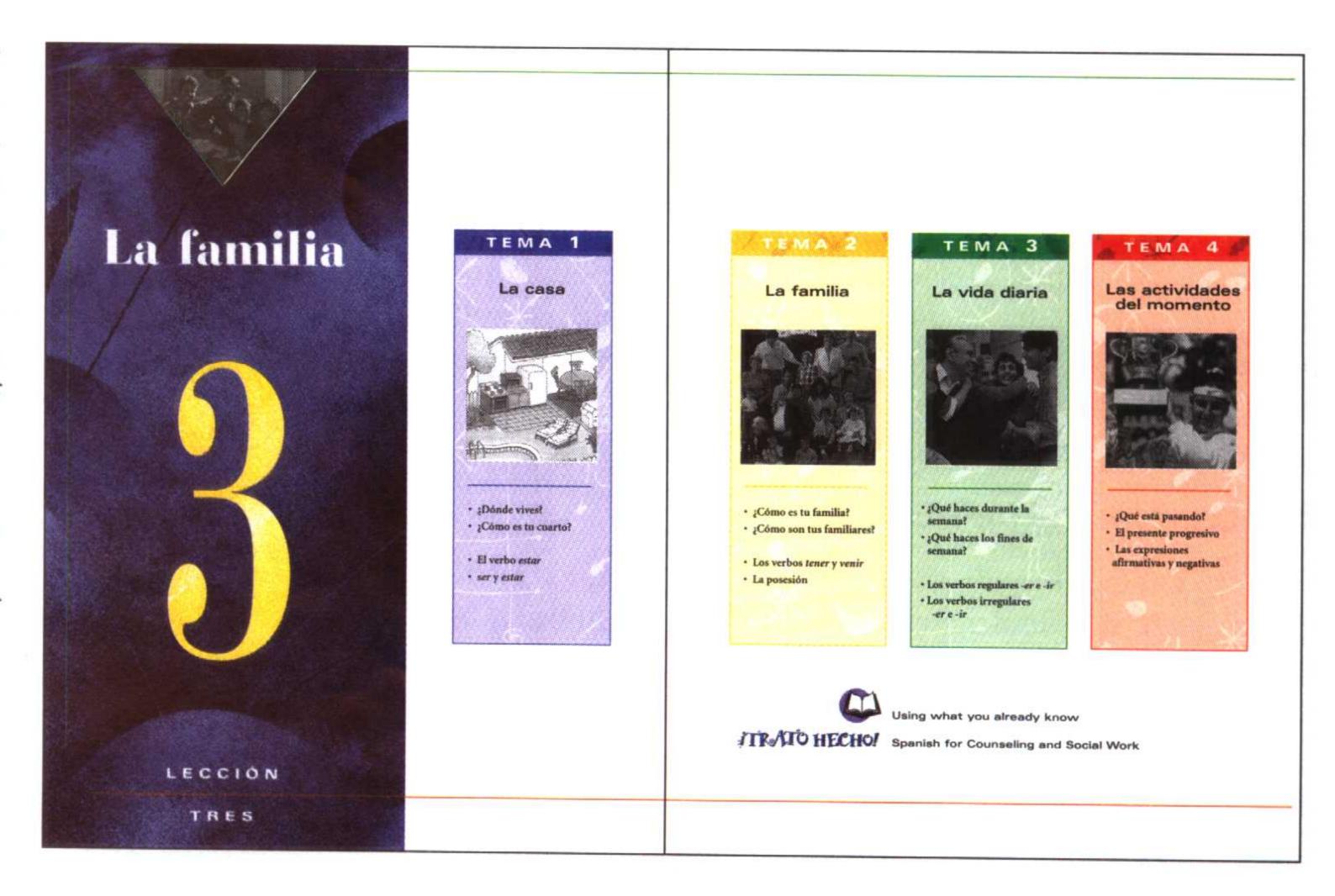
Every print component can be custom published to your individual specifications. The Prentice Hall Customized Components Program permits departments to add syllabi, extra readings, activities, exercises, and other print materials to any of the components at a nominal cost.

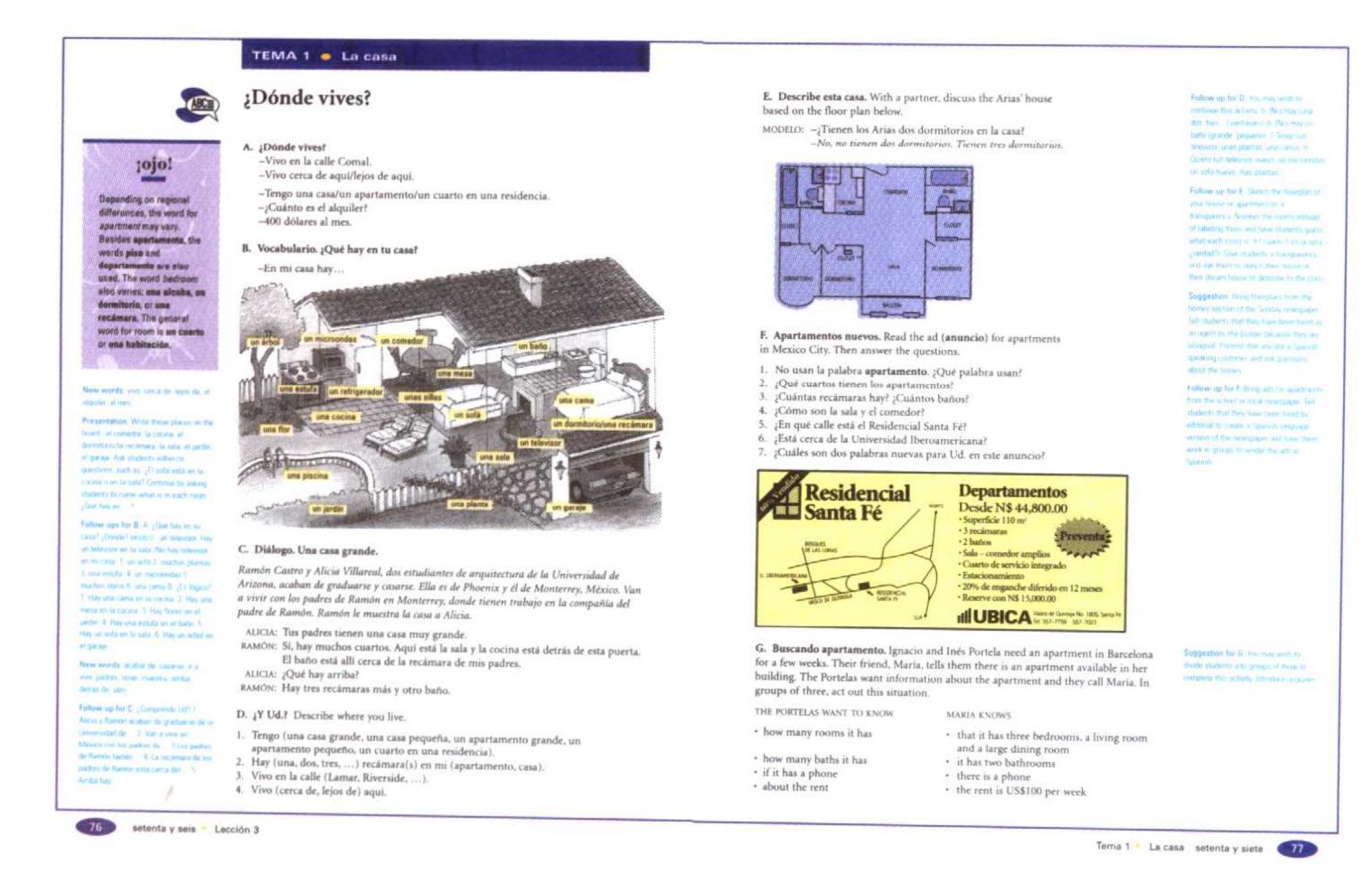
### Using ¡Trato hecho!

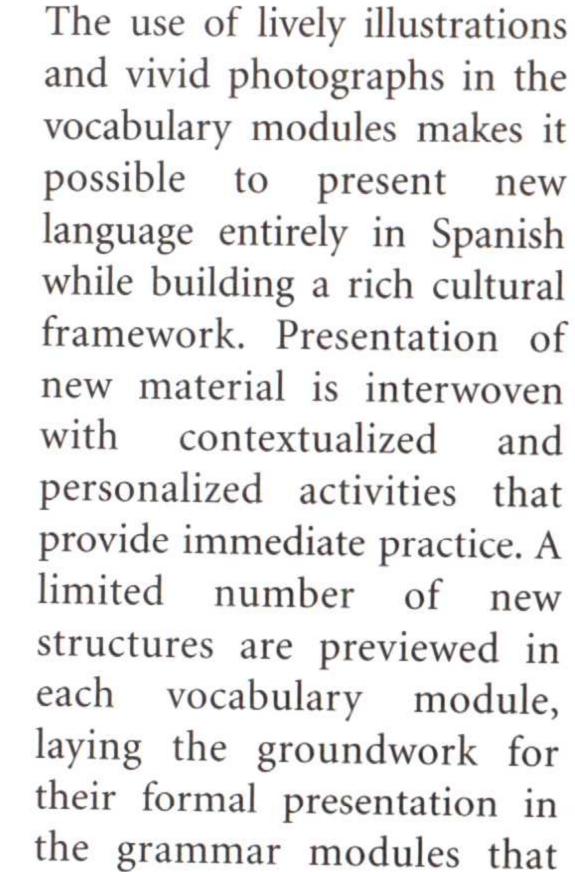
The ten *lecciones* are divided into four interrelated, color-coded topics that emphasize skill-getting.

### **Opener**

The opening spread offers the map for the lección: blue, yellow, green and red topics in every regular chapter. Each color-coded topic comprises least one two-page vocabulary module and one two-page grammar and exercise module, samples of which are described on the following page. The reading and writing and application modules appear at the bottom of the right page of the opener.







Vocabulary modules





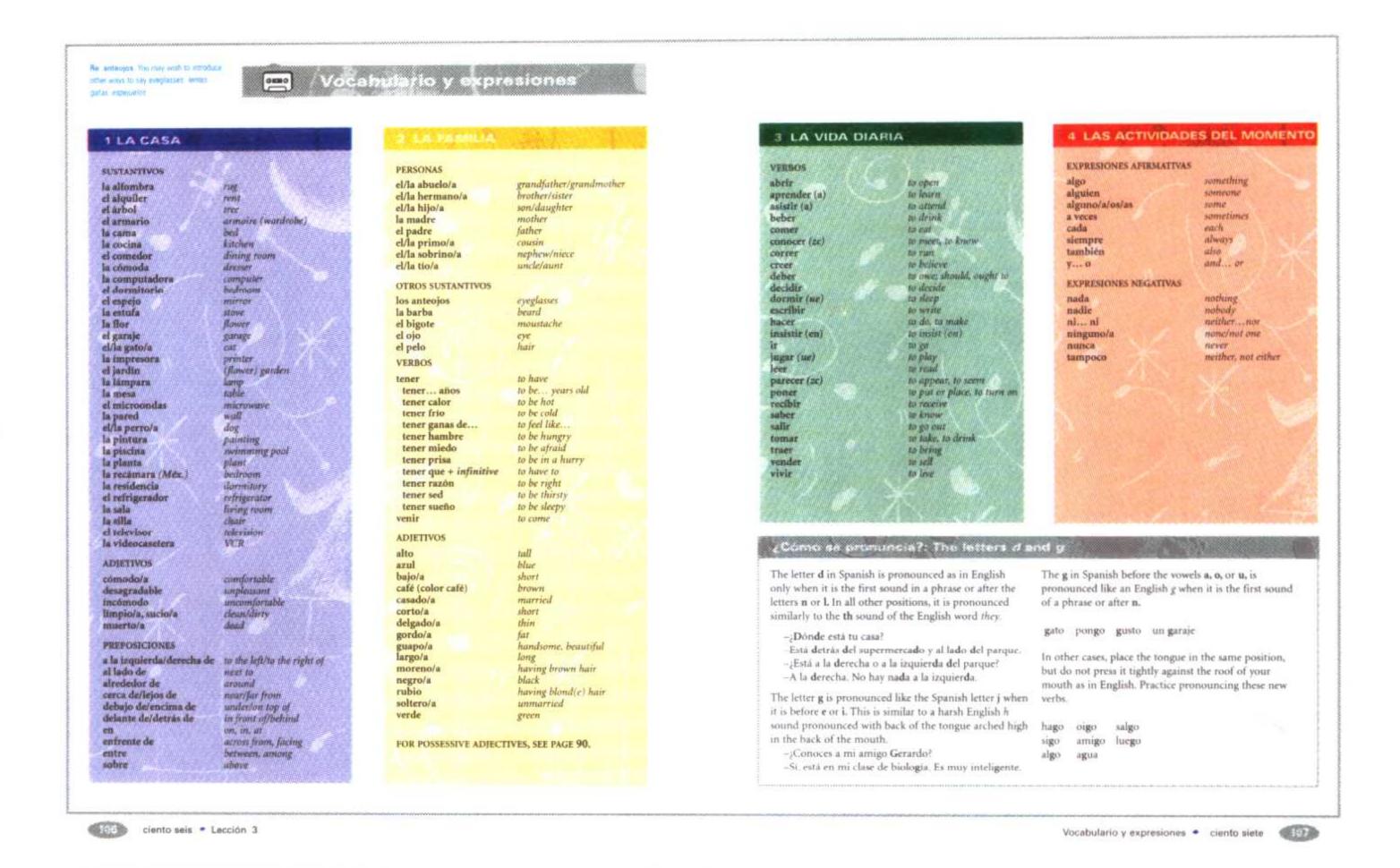
follow.

### Grammar modules

Each grammar module presents and puts to use one new structure. Explanations are extremely simple and direct, to facilitate study at home, if necessary, and review. In addition, self-check questions (Para averiguar) appear in the margins of the text to help students focus on essential points of each explanation and to enable them to verify that they have understood explanation after they have read it. We encourage students to look over these self-check questions before reading the explanations or proceeding to the exercises and activities (A lo personal), which provide immediate, contextualized reinforcement of new structures.

### ■ ■ ■ Vocabulary summary

A cumulative list of new active vocabulary appears in summary module toward the end of every lección. New words and expressions are recorded tinted and appear on backgrounds that correspond to the Tema in which they appear. The summary module also highlights one aspect of pronunciation related to the structures presented within each lección.

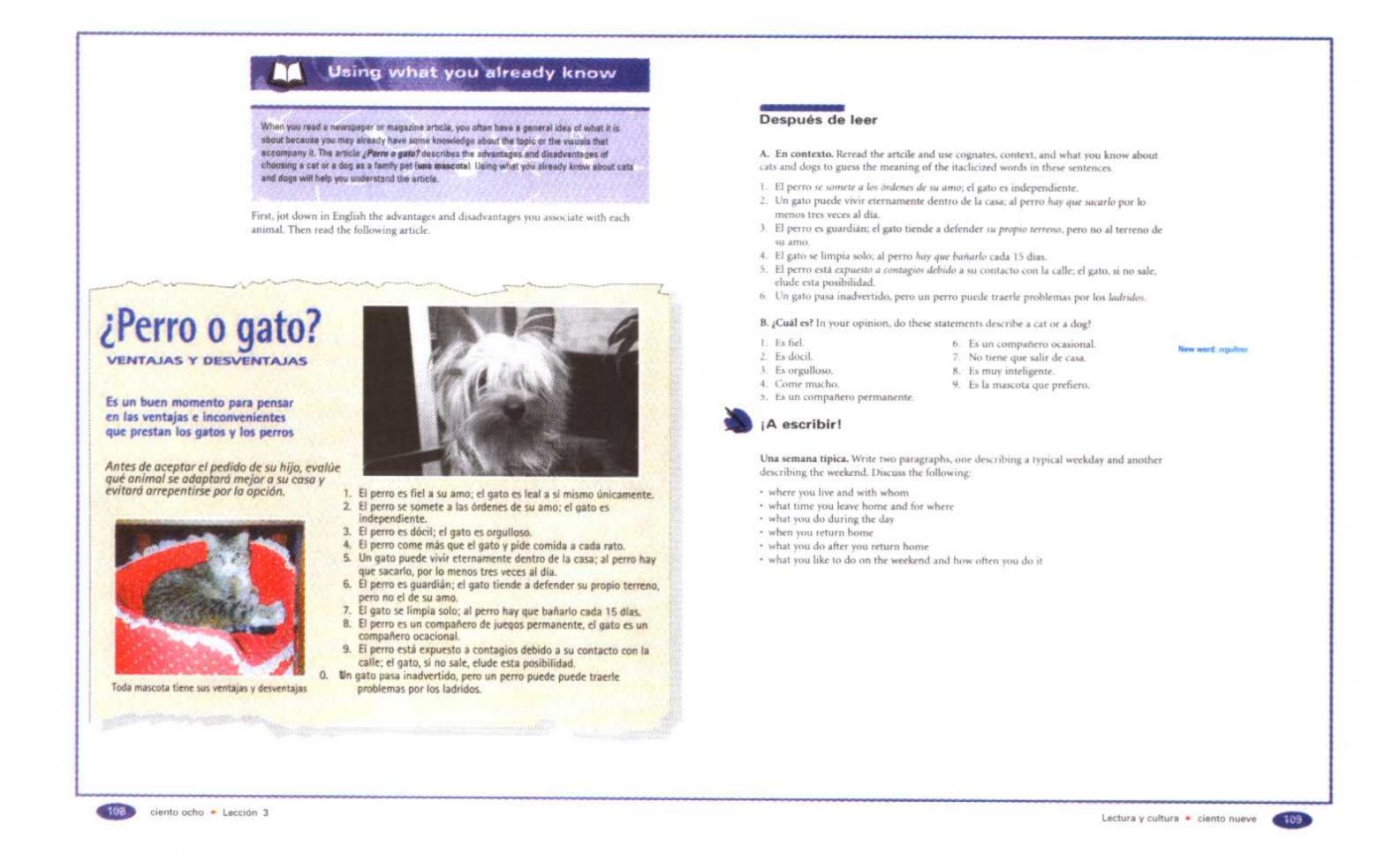




## Reading and writing activity modules

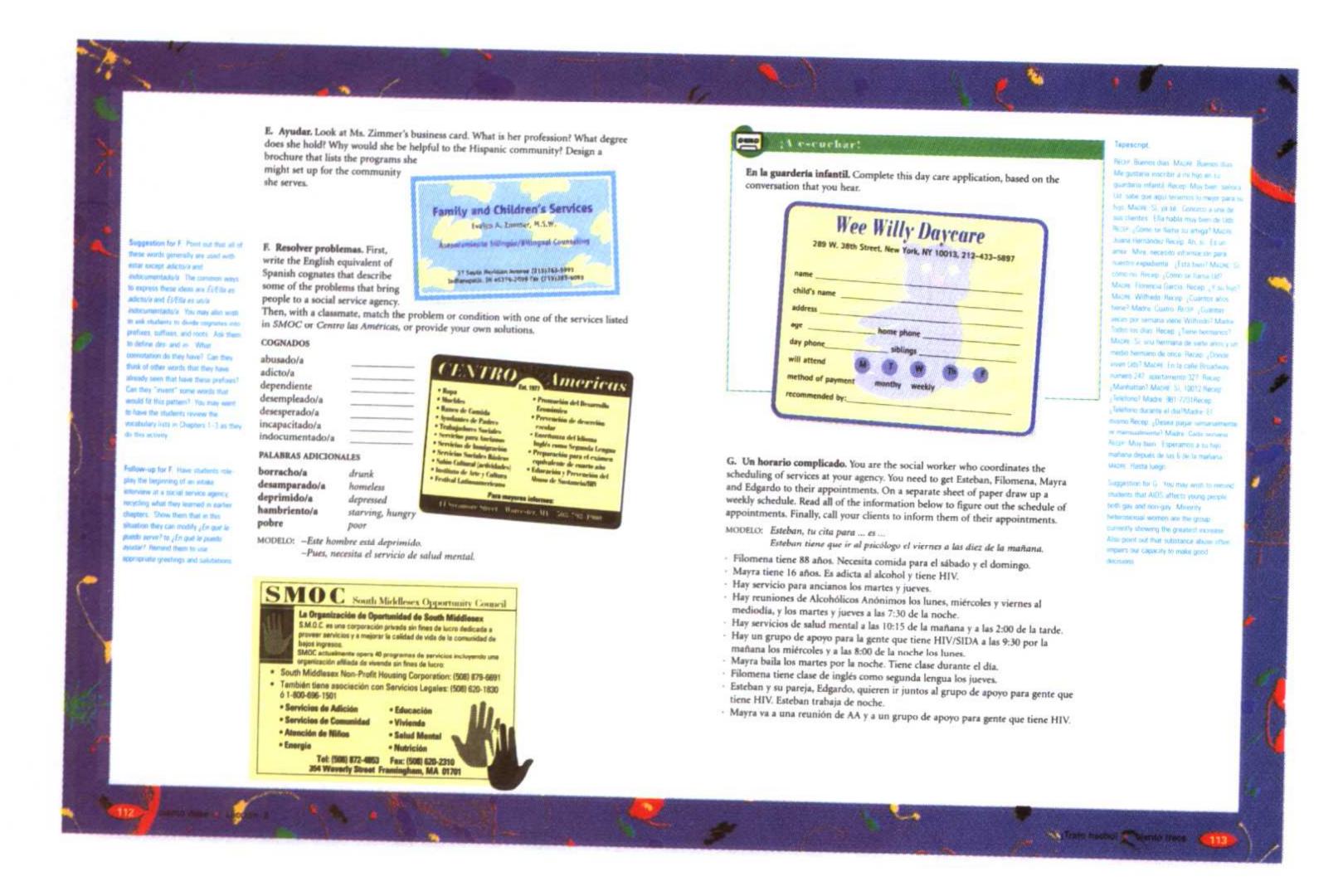
Students become independent readers and writers by acquiring a mix of varied, flexible techniques and strategies. Each reading and writing module focuses on one new reading strategy that students put to immediate use as they read an authentic text carefully selected to tie together or expand the topics within a *lección*.

Authentic texts include articles from magazines and newspapers, as well as brief literary texts. Writing activities offer students opportunities to apply their steadily growing base of vocabulary and



structures to situations that require practical and creative expression.





# Application modules

In recognition of the increased interest in Applied Spanish courses across the country at intermediate-advanced levels, every regular lección of Trato hecho! features a taskbased module in which students use Spanish in a realistic, applied way in a variety of fields where they may be likely to seek their future careers. modules make use of dynamic art and graphics and a rich variety of charts, articles, and other documents emphasize the usefulness and vitality of Spanish in today's world.

We would like to thank everyone who has helped us turn our years of teaching experience into ¡Trato hecho!

First we would like to express our appreciation to our students and colleagues, without whose encouragement we could have never found the energy to finish. We are especially thankful to Teresa Shu and Stuart Smith for their contributions to the *Workbook/Lab Manual* and to Sharon Gormley and Julio de la Llata for reading and commenting on chapters. We are grateful to Guadalupe López-Cox for her insightful work and guidance in testing. We also thank Bill Sarkis of Daytona Beach Community College for his work on the Supplementary Translation Exercises that appear at the back of each volume of the program.

We are indebted to the many members of the Spanish teaching community whose comments and suggestions helped us shape, reshape, and fine-tune every *lección*. Their many eyes helped us to see more clearly. In many cases, colleagues generously donated activities and exercises that keep the program fresh. We gratefully acknowledge and thank:

Deborah Baldini University of Missouri, St. Louis Ellen Haynes University of Colorado, Boulder Kristin Boda Normandale Community College Pima Community College Pat Houston Aris Cedeño Marquette University Roger Klinkenborg S. Connecticut State University Carmen Coracides Scottsdale Community College Sharyn Kuusisto San Francisco City College Miriam Echeverría Southwest Texas State University Cynthia Medina York College of Pennsylvania Ronna Feit Nassau Community College Rosalea Postma-Carttar University of Kansas State University of New York, Potsdam Myra Gann Nelson Rojas University of Nevada, Reno Gerry Giauque Imperial Valley College Bill Sarkis Daytona Beach Comm. College John Griggs Glendale Community College Ingrid Watson-Miller Hampton University Peg Haas Kent State University

We are equally happy to acknowledge the assistance of the following native speakers, who read the manuscript to check for linguistic and cultural appropriateness: Javier Corrales, *Cuba*; Jorge Cubillos, *Colombia*; Ximena de la Piedra, *Perú*; María F. García, *Cuba*; Ana Luisa Gil-Adalid, *México*; María González-Aguilar, *Argentina*; Alfredo Irizarry, *Puerto Rico*; Julio de la Llata, *México*; Juan Raggio Pérez, *Spain*; Nelson Rojas, *Spain*; Miguel Vásquez, *México* 

It has been a pleasure to work with our friends at Prentice Hall. Words cannot express our thanks to Steve Debow, Marian Wassner, Deborah Brennan, and Laura McKenna for their support and dedication to the project. Their tireless energy and abilities to work miracles are amazing. Many individuals contributed countless hours and talents to the team. We gratefully acknowledge the contributions and efforts of Carol Carter, Director of Student Programs for the concept of an applications-oriented program with a real world orientation, María F. García for her coordination of all aspects of the program including audio and video materials, not to mention our snappy title, Glenn Wilson for his writing, meticulous work and eagle eye, Karen George and Aileen Ugural for the countless phone calls, runs to express mail service counters, efficiency and pleasant manners. We extend heartfelt thanks to Daisy de Puthod and Joan Kristensen whose artistic talent and flair bring the vocabulary and application modules to life, to the talented team at Siren Design for its realia design, to Carol Anson and Leslie Osher for their development of the cover concept and its various preliminary versions, to Robert Farrar-Wagner, Ann Marie Trimmer, and Lourdes Brun for their colorful promotional materials.

Our deepest appreciation goes to Ximena de la Piedra who exhibited so many talents, we do not know where to begin the list. Ximena is an artist in every sense of the word. She approached every module differently and marshalled a plethora of techniques and ideas to individualize each two-page spread. Her expertise in electronic production, creativity, and willingness to spend the time to get things right sets [Trato hecho! apart from other programs. Ximena's gentle manner, patience, and unwillingness to compromise were a constant source of new ideas and inspiration. Ximena, you're the best!

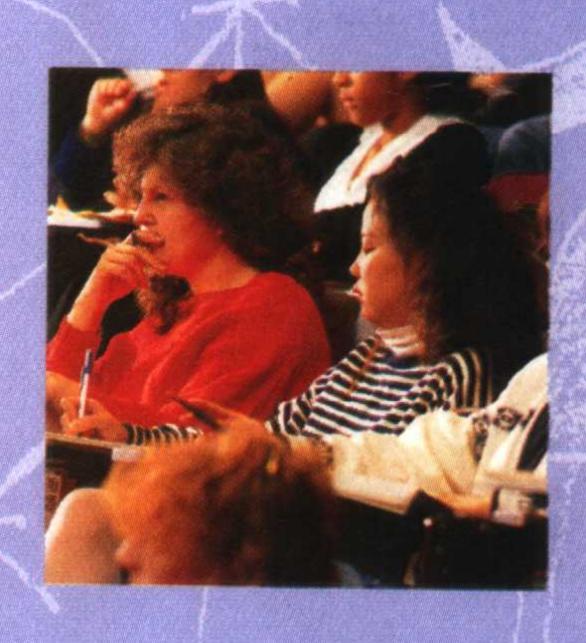
Last, but not least, we extend a big hug to our friends and families for their support throughout it all, especially Daniel, Rhonda, Eddy, and Javier.

# JTRATO HECHO!

# En la universidad

Los nombres y las clases

TEMA

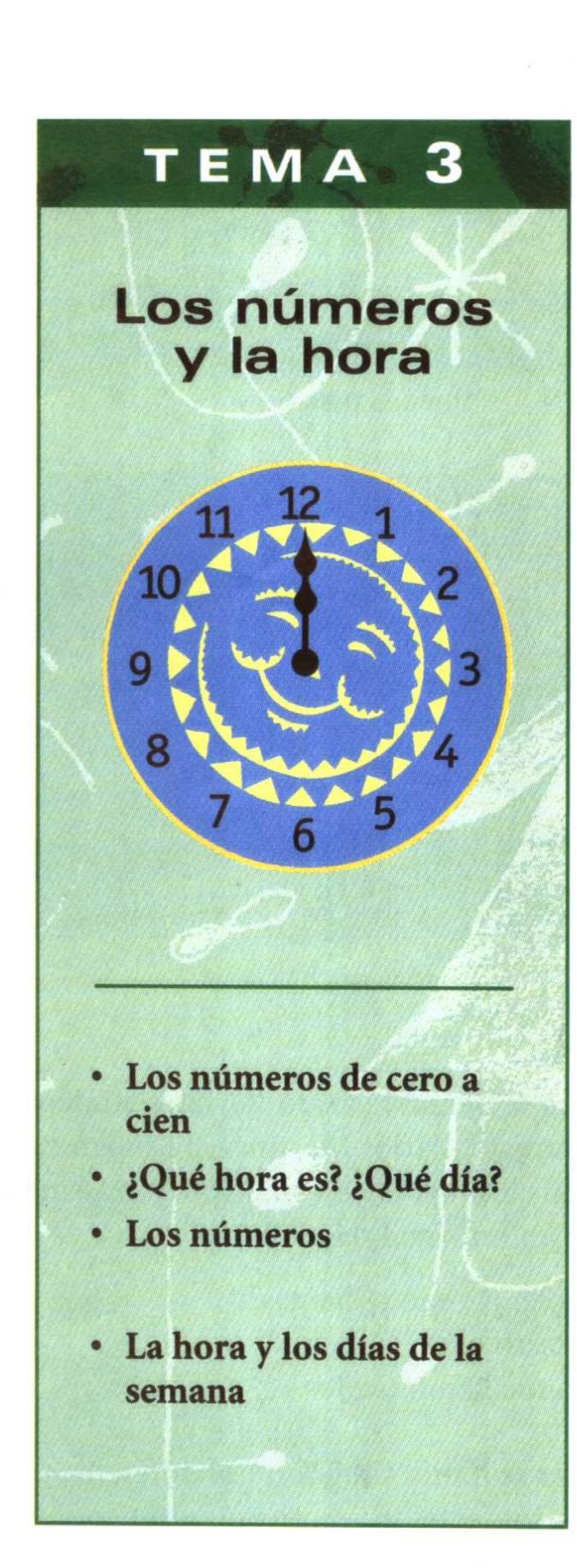


- Hola. ¡Buenos días! ¿Cómo te llamas?
- Las clases
- Usted, tú y yo

LECCIÓN

UNO









**Using Cognates** 



# Hola. ¡Buenos días! ¿Cómo te llamas?

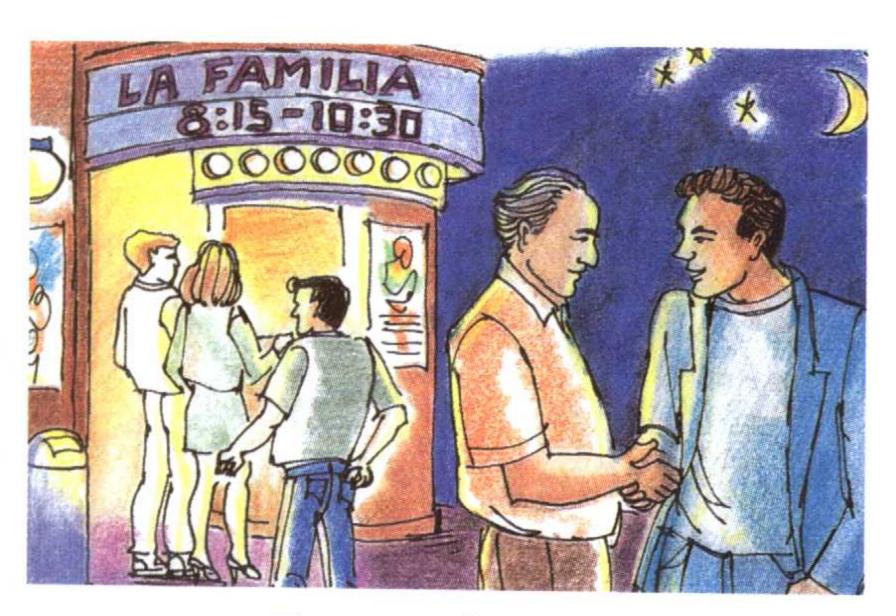
iojo!

Note that inverted exclamation and question marks are also used at the beginning of exclamations and questions.

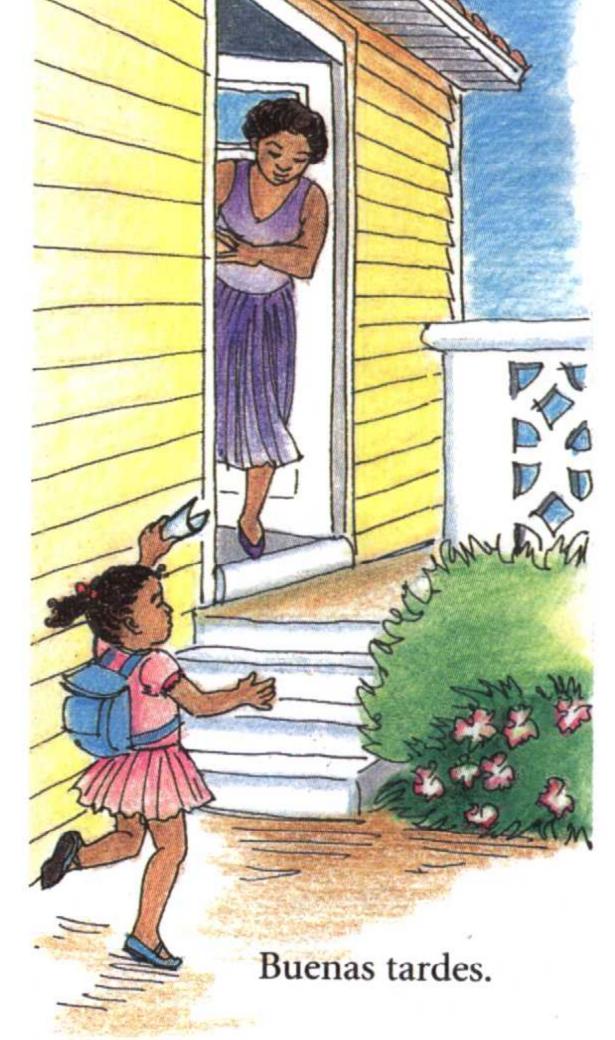
A. Saludos. At what time of the day would you use these expressions to greet people?



Buenos días.



Buenas noches.



**B. ¿Cómo te llamas?** Lázaro Reyna, a student at the University of Miami is meeting his new roommate, Carlos Martínez, a foreign student from Spain. You may use these expressions to introduce yourself to a classmate, a child, or other people with whom you have an informal relationship.

-Hola. ¿Cómo te llamas?

Hi. What is your name?

–Lázaro. ¿Y tú?

Lázaro... And you?

-Yo me llamo Carlos.

My name is Carlos.

C. ¿Cómo se llama Ud.? You use different verb forms and words to say you when talking to someone to whom you want to show respect, such as a professor, your boss, or people you do not know well.

Carlos is meeting some of his new neighbors.

- -Disculpe, ¿Cómo se llama usted?
- -Me llamo Carlos Martínez. ¿Y usted, señor?
- -Soy Antonio Pérez y ésta es mi esposa Isabel.
- -Mucho gusto.
- -Igualmente.

D. Respuestas. Respond using the expressions in the box.

Me llamo... Soy Buenas noches. Igualmente. Buenas tardes. Buenos días. Mucho gusto.

- 1. ¡Buenos días!
- 2. ¿Cómo te llamas?
- 3. ¿Cómo se llama usted?
- 4. ¡Buenas tardes!

- 5. ¡Buenas noches!
- 6. Me llamo Daniel. ;Y tú?
- 7. Mucho gusto.
- 8. Soy Carlos Martínez.

E. ¿Cómo se escribe? This is how to ask people to spell a word or their name.

- −¿Cómo se escribe?
- -Mi apellido se escribe...

eñe be 0 pe de cu ere efe rr erre ge ese hache u jota doble ve ka ele equis

How is it written?
My last name is written...



• The Spanish alphabet has two more letters than the English alphabet:  $\tilde{\mathbf{n}}$  and  $\mathbf{rr}$ . In alphabetized lists,  $\mathbf{n}$  + any letter will precede  $\tilde{\mathbf{n}}$ . The  $\mathbf{rr}$  is alphabetized as in English. For example, the following words would be alphabetized in this order:

banal banco bañar

caro carro carta

- The letters **b** and **v** are pronounced alike, so when spelling, people often say **be grande** (*big*) for the letter *b* and **ve chica** (*small*) for the letter *v*.
- F. ¿Cómo se escribe? Spell the names of your favorite people or things in Spanish. Your classmates should try to name them.
- 1. su actor favorito

eme

ene

n

- 2. su actriz favorita

i griega

zeta

3. su restaurante favorito

- 4. su grupo musical favorito
- 5. su auto favorito
- 6. su profesor/a favorito/a
- G. Una conversación. Role-play the following conversation.
- -Buenos días (Buenas tardes, Buenas noches).

-;Cómo	te	llamas
COLLIE	ce	manna

- -Me llamo
- -¿Cómo se escribe tu apellido?
- -Se escribe \_\_\_\_\_.

# jojo!

Until recently, ch and II
were considered different
letters from c, h, and I.
Only the most recent
dictionaries will have
these letters alphabetized
as in English. In old
dictionaries, c followed by
any other letter will
precede ch, and I followed
by any other letter will
precede II.