

The Flying Geese Who Shaped Modern Economic Thinking — Answer Key

C1 Business English | Fluency Space | Answers for Exercises 1–3

Exercise 1 — Key Words from Context

Answers to the matching and example-sentence gap-fill in the vocabulary exercise, in the order they appear on the worksheet. Some forms change slightly to fit the example sentence (e.g. tense, form).

No.	Answer
1	to overhaul — “The board has agreed that we need to overhaul our onboarding process before Q3.”
2	to pick up — “Demand has really picked up since we launched the new pricing model.”
3	to drop off — “If we don’t reinvest in R&D soon, we risk dropping off behind our competitors.”
4	sweeping — “The new CEO introduced sweeping changes to the reporting structure in her first month.”
5	to reach a consensus — “After a long meeting, the team finally reached a consensus on the new supplier.”
6	to outcompete — “Their lower prices allowed them to outcompete every other vendor in the tender.”
7	to pour — “The board has decided to pour an additional \$2 million into the marketing budget this quarter.”
8	a middle ground — “Let’s try to find a middle ground between the two proposals before we escalate this.”
9	to drop off — “Sales have dropped off significantly since the new tariffs came into effect.”
10	whereby — “We’ve agreed on a new process whereby every invoice is checked twice before payment.”
11	to counter — “We need a clear strategy to counter the recent drop in customer satisfaction scores.”
12	to pick up — “When Sarah left the account, James picked up her responsibilities without missing a beat.”

Exercise 2 — Comprehension

Model answers only — learners’ own wording will vary. Look for the key facts below rather than exact phrasing.

1. According to the text, what is the “flying geese” model, and how did Kaname Akamatsu come up with the idea?

Model answer: The flying geese model describes how manufacturing industries migrate from richer to poorer countries in a predictable sequence, as labour costs rise and the lead country becomes too expensive to stay competitive. Akamatsu, a Japanese economist, developed the idea after noticing that graphs of various industries’ imports and domestic production formed a recurring V-shaped pattern — the same shape as geese flying in formation, an image already common in Japanese art and poetry.

2. According to the article, what did South Korea do differently that allowed it to avoid the “middle-income trap”?

Model answer: Instead of relying only on cheap labour, the South Korean government invested heavily in education and pushed domestic firms — now known as Samsung, Hyundai and LG — to build more sophisticated industries and compete globally, rather than simply subcontracting for foreign brands. This meant the country had already developed higher-value industries by the time it priced itself out of cheap manufacturing.

3. What two forces does the article describe as currently disrupting the flying geese pattern?

Model answer: The article names political forces — sweeping tariff regimes aiming to counter the natural migration of manufacturing — and automation and robotics, which could let rich countries manufacture more cheaply than moving production to a lower-wage country.

4. According to the text, why might automation mean that “the lead geese stay at the front forever”?

Model answer: Because a robotic assembly line doesn’t need a pay rise, if the capital cost of automating a factory in a rich country falls low enough, it could outcompete manufacturing in a cheaper country. This would remove the need for production to migrate to a new “lead goose” country at all, so whichever country automates fastest could stay at the front indefinitely.

Exercise 3 — Key Words in a New Context: Gap Fill Answers

“Automating the Factory Floor” — correct form of each key word/phrase, in order.

No.	Answer
1	overhaul
2	picked up
3	outcompete
4	dropping off
5	sweeping
6	pick up
7	counter
8	dropped off