Ikea tests online buy-back in Iberia

LEVEL A2/B1

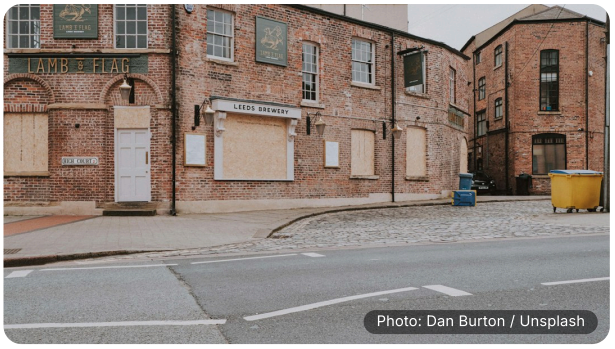


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I. WARM-UP

1. Have you ever sold or bought a used item online?
2. What furniture brand names do you know?
3. What makes a good secondhand deal for you?

II. KEY VOCABULARY

voucher
a piece of paper or code you can use like money in a shop

secondhand
not new; owned or used by someone before

marketplace
a website or app where people buy and sell items

launch
to start a new product, service, or event

membership
being part of a group or programme with benefits

fee
money you pay for a service

delivery
taking goods to a buyer's home or another place

predict
to say what you think will happen in the future

III. READING

Ikea will test an online buy-back service for unwanted secondhand furniture. The pilot starts in Spain and Portugal in late December. If the trial is successful, the company will launch it in the UK. Ikea already offers buy-back in stores in the UK, where customers get a voucher for old items.

At the same time, Ikea is launching a secondhand online marketplace in the UK this week. Shoppers with the free membership can list and buy Ikea pieces locally. At first it is free to use, but a buyer protection fee of about 5% will be added later. Buyers and sellers arrange delivery themselves.

Ikea predicts pre-owned homewares could reach 16% of the UK market next year. To help sales, the site gives pre-filled descriptions and price ideas. If you choose payment as an Ikea gift card, you get 15% extra. Greg Lucas, a sustainability manager, said secondhand shopping is now mainstream.

Reading text adapted from reporting by **The Guardian***: "Ikea to pilot online buyback service for...". Original article linked at theenglishwire.com.*

IV. COMPREHENSION QUESTIONS

1. Where will Ikea test the online buy-back service first?
2. What do UK store customers get for old items under buy-back?
3. When will the buyer protection fee apply on the marketplace?
4. What share of the UK market could pre-owned homewares reach next year?
5. How much extra can a seller get if paid by Ikea gift card?

V. DISCUSSION

1. Would you buy secondhand furniture online? Why or why not?
2. What helps you trust a seller on a marketplace?
3. Is a 5% buyer protection fee fair? Why or why not?
4. What items are good to buy secondhand in your country?

VI. GRAMMAR FOCUS

Zero conditional

Use the zero conditional for general facts and rules: If + present simple, present simple. It tells what always happens when a condition is true.

"If you list an Ikea chair, buyers **contact you***."*
"If a pilot is successful, the company **launches it***."*

VII. GRAMMAR EXERCISE

Complete each sentence with the correct present simple form.

1. If you (choose) ___ gift card payment, you get 15% extra. _____
2. If shoppers (have) ___ membership, they list pieces locally. _____
3. If UK customers (sell) ___ old items back, they get a voucher. _____
4. If sellers (add) ___ photos, buyers trust the listing more. _____
5. If it (be) ___ free to use, more people join. _____

Teacher's Notes

TEACHERS ONLY

These notes are designed to help you get the most out of this lesson. Please do not share this page with students.

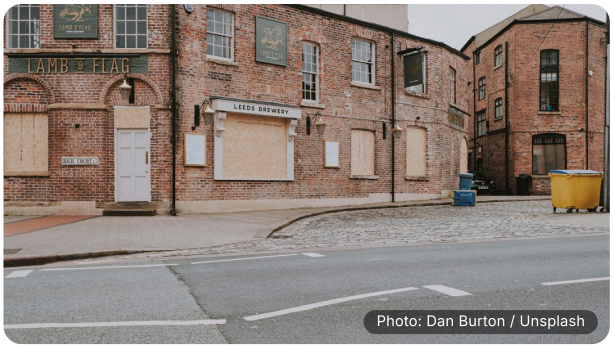


Photo: Dan Burton / Unsplash

I. LESSON GUIDE

- Timing: 8–10 minutes warm-up, 8 minutes vocabulary, 10 minutes reading, 10 minutes comprehension, 8–10 minutes grammar, 10 minutes discussion.
- Pre-teach or check: secondhand, voucher, marketplace, membership, fee, delivery. Use quick examples from local sites students know.
- Run the reading twice: first for gist, then for details. Pair-check answers before whole-class feedback to build confidence.
- For discussion, start with pairs, then form small groups. Keep the focus on shopping habits rather than personal finances if students seem uncomfortable.

II. DISCUSSION FACILITATION TIPS

1. Take a quick class poll first, then ask for reasons in pairs before sharing.
2. Elicit ideas like ratings, photos, return rules; ask for one real example each.
3. Split the room: one side for, one against. Then swap sides to stretch arguments.
4. Ask students to list three items and justify each with price, condition, or safety.

III. EXTENSION ACTIVITIES

Writing: Write a 60-word listing for a used Ikea item, with photos described, price and delivery info.

Role-play: In pairs, act out a buyer–seller chat to agree on price, payment method, and delivery time (5–7 minutes).

IV. ANSWER KEY OVERVIEW

Comprehension questions: short factual answers from the text.

Grammar exercise: Zero conditional

Discussion: open-ended. Accept any reasonable ideas supported by examples and reasoning.

Answer Key

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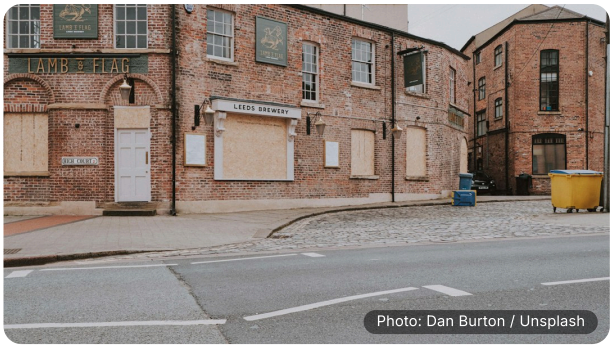


Photo: Dan Burton / Unsplash

IV. COMPREHENSION QUESTIONS

1. Where will Ikea test the online buy-back service first?
   In Spain and Portugal.
2. What do UK store customers get for old items under buy-back?
   A voucher.
3. When will the buyer protection fee apply on the marketplace?
   Later, after an initial free period.
4. What share of the UK market could pre-owned homewares reach next year?
   16%.
5. How much extra can a seller get if paid by Ikea gift card?
   15% extra.

V. DISCUSSION

Open answers. Accept any reasonable ideas supported by examples and reasoning.

VII. GRAMMAR EXERCISE

Complete each sentence with the correct present simple form.

1. If you ___ gift card payment, you get 15% extra. **choose**
2. If shoppers ___ membership, they list pieces locally. **have**
3. If UK customers ___ old items back, they get a voucher. **sell**
4. If sellers ___ photos, buyers trust the listing more. **add**
5. If it ___ free to use, more people join. **is**

VI. GRAMMAR FOCUS

Key point: Use the zero conditional for general facts and rules: If + present simple, present simple. It tells what always happens when a condition is true. (Examples constructed.)

> *"If you list an Ikea chair, buyers* **contact you***."*
> *"If a pilot is successful, the company* **launches it***."*