

1. **Stage directions:** "The lighting should be pink and intimate until the inspector arrives, and then it should be brighter and harder,"

**Interpretation:** The Birlings enjoy a lifestyle conducted away from the prying eye of society. When the inspector arrives, his aim is to shine a light on their behaviour.

**Techniques:** Stage directions; symbolism; language.

**Analysis:**

- The lighting is symbolic of how the Birlings live their lives, and what the inspector's role is in the play.
- "pink" suggests both luxurious lifestyle and gentle, comfortable way of living. The inspector brings a "brighter" light that foreshadows the fact that he intends to shine a light on the way they behave.
- "intimate" has associations with a close-knit family (or the closed ranks of the upper classes). The inspector plans to expose this with a "harder" light.

**Use in exams on** – class; wealth; authority

2. **Birling** – "I'm talking as a hard-headed, practical man of business."

**Interpretation** – Birling behaves as the patriarch (male head of the family) should do – society would expect him to be a provider for his family, unemotional and rational, focussing on the family business and maintaining their wealth.

**Techniques:** alliteration and language.

**Analysis:**

- The alliteration of the "h" sound in "hard-headed", a phrase Birling repeats frequently, has a cold tone, mimicking his coldness towards his workers.
- "hard" shows Birling has no caring, compassionate side, and "headed" suggests he views things with his head, not heart – he has no sympathy.
- Birling is giving this speech at his daughter's engagement, yet he does not identify himself as a father or husband, but as a "practical man of business". His key role in society is as a businessman, not a father.

**Use in exams on** – family; marriage; society.

3. **Birling** – "Lady Croft – while she doesn't object to my girl – feels you might have done better for yourself socially."