

## Unit

# 4

# Career Planning

## PART 1

## Listening, Understanding and Speaking

### Listening I

#### SCRIPT

For many of you this will be your last year at university and now is the time for you to begin thinking seriously about your future careers. In order to give you as much help as possible, I have quoted a list of questions that you ought to ask yourself.

First, “Do I have a clear knowledge of my abilities as well as my interests?” Be honest about your weaknesses as well as your strengths. Take a really good look at yourself and give real thought to the kind of person you are, and the kind of person you want to be.

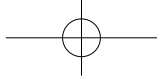
Second, “Do I know the kinds of occupations in which people like myself tend to find success and satisfaction?” Talk to people who have similar abilities and interests and who are already in the careers that interest you. You can gain some idea of what they consider to be important and challenging in those careers. Watch these people at work.

Third, “Have I weighed carefully the immediate advantages against the long-term prospects offered by the jobs I am considering?” Will the occupation you select give you satisfaction in the years to come? Realize now the importance of education in all fields, technical and professional. Remember that chances of promotion are usually given to educated persons—other things being equal.

Fourth, “Have I talked with my parents, my teachers and my headmaster?” Remember they have a lot of experience that you can benefit from. They can help you think about the jobs. They can stimulate you to give careful thought to what you really want to do, and offer useful suggestions about how you might take full advantage of your personal qualities and qualifications.

Finally, “How do I regard my job? Is it just a means of getting money to do the things that I want to do? Is the work important to my future happiness? Is it a combination of both?”

The above questions and their answers should give you some better ideas about how you should start planning your career. Your life-long job cannot be approached in any kind of haphazard fashion. It must be considered carefully, examined from every angle, and talked over with those who know you and those who can help you in any way.



**1 Listen to a speech addressed to senior students at university and check (✓) the ideas mentioned.**

- 1 thinking about what we would like to do 15 to 20 years from now
- ✓ 2 having a clear knowledge of our abilities and interests
- 3 trying to find a job in the company where our friends work
- ✓ 4 getting to know the kinds of occupations in which people like ourselves are successful
- ✓ 5 considering seriously the long-term prospects offered by the jobs
- ✓ 6 talking with our teachers about the jobs we are considering
- 7 reading some materials about the jobs we are considering
- ✓ 8 thinking about our working goals seriously

**Word tips**

**quote** 引用  
**haphazard** 无计划的, 随意的

**2 Listen to the speech again and complete the following sentences with the information you get.**

The speaker provides us with some invaluable suggestions on how to plan our careers. Here are some of them:

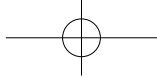
- 1 Be honest about our weaknesses as well as our strengths.
- 2 Talk to people with similar abilities and interests and who are in the careers that interest you. Gain some idea of what they consider to be important and challenging in those careers.
- 3 Realize the importance of education in all fields. And remember that chances of promotion are usually given to educated persons—other things being equal.
- 4 Talk with our parents, teachers and headmaster, whose experience can benefit us. They can stimulate us to give careful thought to what we really want to do, and offer useful suggestions about how we might take full advantage of our personal qualities and qualifications.
- 5 Think about the way we regard our jobs. Is it just a means of getting money to do the things that we want to do? Is it important to our future happiness? Or is it a combination of both?

**3 Work in groups to discuss the following question.**

Among the five questions mentioned in the speech, which do you think is the most important in career planning and why?

**SAMPLE**

From my perspective, the first question “Do I have a clear knowledge of my abilities as well as my interests?” carries much weight in career planning. Truth be told, I don’t have a clear knowledge of my own capabilities. This becomes rather tricky when it comes to my career choice. For one thing, because I fail to fully recognize my weaknesses and strengths, I am unable to envision my future occupation clearly. For another, I constantly find myself trapped in a “to-be-or-not-to-be” dilemma without knowing where I will be



headed. My interests tend to shift from one to another. For example, I used to be keen on psychology, but now I am keenly interested in learning different languages. And the question is always swirling in my mind: Shall I become an interpreter or a psychologist? Anyway, just as is mentioned in the speech, I should take a close look at myself and give a serious thought to what kind of person I am, and what kind of person I want to be. Then I will be able to crystallize my choice of occupation, fix my attention on it and strive for it from now on.

## Listening II

### SCRIPT

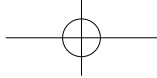
**Woman:** Look. Here's a job that might interest you.  
**Man:** What is it? Are you sure? The last job interview you sent me to was a disaster.  
**Woman:** Well, look. It says they want a sales manager, and it looks like it's a big international company. That'd be good. You might get to travel.  
**Man:** What kind of company is it, though?  
**Woman:** Um, let's see. Yes, it's a textile company that seems to import from abroad. They say the salary is really good. They operate a system of paying you a basic salary and then offering a sales commission on top of that. They say it is high. And, oh look! They give you a car to travel in. That's not bad, is it?  
**Man:** Um, do they say anything about experience?  
**Woman:** Um, let's see. No, they want someone young with ambition and enthusiasm. Oh yes, they want graduates, so that's OK. You've been to university. Now what else? Let's see.  
**Man:** There must be some catch.  
**Woman:** No, the only thing is you have to travel, and that's what the company car is for. Oh, and you have to be able to get on well with other people because it says you have to be good on a team.  
**Man:** Um, perhaps I'll have a closer look at that one.

#### Word tips

textile 纺织  
commission 佣金  
on top of 除……之外  
(还)  
catch 陷阱

**1 Listen to a conversation between a woman who helps people find jobs and a man looking for a job and choose the best answer to each question you hear on the recording.**

- 1 Why is the man not so sure about the job? D
- A Because he is not so self-confident.
  - B Because he doesn't like this job.
  - C Because the job involves a lot of traveling.
  - D Because he doesn't trust what the woman says.



- 2 What company offers the job this time? **D**
- A A car company.
  - B An international travel agency.
  - C An import and export company.
  - D An international textile company.
- 3 What kind of person does the company want to hire? **A**
- A A college graduate with ambition and enthusiasm.
  - B A young man who likes traveling.
  - C A college student with a car.
  - D A young man with work experience.
- 4 What does the man mean when he says "There must be some catch"? **B**
- A He is afraid that he has to do more than he can if he takes the job.
  - B He is afraid that the job might involve something undesirable.
  - C He thinks the woman is telling a lie.
  - D He doesn't think he will be so lucky to have the job.

**2 Listen to the conversation again and complete the following passage with the information you get.**

The man is looking for a job. A company that seems to 1) import from abroad wants to recruit a 2) sales manager. They say the 3) salary is really good with a high 4) sales commission. They also offer a car for the manager to 5) travel in.

Though no 6) experience is needed, it is required that the applicant should graduate from 7) university and be good 8) on a team.

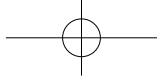
**3 Work in groups to discuss the following question.**

What factors will influence you in choosing a job?

**SAMPLE**

Factors that will influence me in choosing a job include:

- personal interests;
- salary and other fringe benefits (额外福利);
- opportunities for promotion, travel, etc.;
- sense of accomplishment;
- working hours, working conditions, and the location of the workplace;
- contribution to society;
- whether it needs a lot of energy and effort;
- company culture;
- match between my skills and abilities with the requirements of the job;
- dignity and social status;
- mutual trust and respect among those with whom I would work, etc.



## Listening III

### SCRIPT

**Interviewer:** Some people feel that their jobs are misunderstood by others. Is that very common?

**Sociologist:** Oh, absolutely. Most jobs or professions have an image or stereotype attached to them, and some of these are not realistic. The serious point is that some young people choose their careers based on these false images, and they may even avoid certain careers which have a negative image.

**Interviewer:** Is there any evidence?

**Sociologist:** Yes, there was a recent survey of children's attitudes toward different professions.

**Interviewer:** How was this done? Children don't know much about jobs and professions.

**Sociologist:** True. What the investigators wanted to get was children's impressions and prejudices. They gave the children 12 pairs of statements, one of the pair positive, and the other negative. Children were asked to say which of the statements was "most true" for each profession.

**Interviewer:** For example?

**Sociologist:** Well, for example, "Such and such a person is likely to be boring or interesting company."

**Interviewer:** I see. What professions did they ask about?

**Sociologist:** The list is long, but it included lawyers, economists, accountants, sales representatives, scientists and engineers.

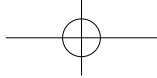
**Interviewer:** And the results?

**Sociologist:** Well, they were striking, especially for engineers who came out much worse than one might expect. About 90 percent of the children thought that engineering was a "dirty job", of "low status", and the engineer was more likely to take orders than to give them. The only other person they thought more likely to lose his job was the sales representative. But, there were good points too. Engineering was seen to be "interesting, well-paid work".

**Interviewer:** Hmm, not a rosy picture.

**Sociologist:** No, but it got better when children were asked what they thought of the engineer as a person. Most of them chose positive comments, but most thought the engineer was likely to be badly dressed.

**Interviewer:** What about other professions? What were the most popular?



**Sociologist:** Oh, the lawyers by far. Next came accountants and scientists as well as economists. The engineers and sales representatives were the least popular.

**Interviewer:** Sounds like a sign of the times.

**Sociologist:** Yes, but I think the most serious implication was the children's apparent ignorance of the importance of the engineer's role in society.

**1 Listen to an interview about a stereotype of different jobs and complete the following table with the information you get.**

|                    |   |
|--------------------|---|
| <b>Cause</b>       | Most jobs have an image or stereotype attached to them and some of these are not realistic.   |
| <b>Effect</b>      | Some young people may 1) <u>choose their careers</u> based on these false images. They may even 2) <u>avoid certain careers</u> which have a negative image.  |
| <b>Evidence</b>    | A survey of children's attitudes toward 3) <u>different professions</u> .   |
| <b>Purpose</b>     | Children's 4) <u>impressions and prejudices</u> about jobs and professions.   |
| <b>Method</b>      | Questionnaire—asking them which statement was “most true” about the professions, including 5) <u>lawyers</u> , economists, 6) <u>accountants</u> , sales representatives, 7) <u>scientists</u> and engineers. |
| <b>Results</b>     | Lawyers were the 8) <u>most popular</u> . Next came accountants and scientists as well as economists. The engineer and sales representative were the 9) <u>least popular</u> .                                |
| <b>Implication</b> | The children's apparent 10) <u>ignorance</u> of the importance of the engineer's role in society.   |

**2 Listen to the interview again and decide whether the following statements are true (T) or false (F).**

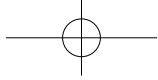
- 1 Some of the images of professions are not realistic. **T**
- 2 The results of the survey are not as surprising as one might expect. **F**
- 3 A vast majority of children regard engineering as a dirty job. **T**
- 4 In children's opinions, sales representatives are less likely to lose jobs, and they are well-paid. **F**
- 5 Children surveyed think engineers have a better reputation than the career of engineering. **T**

**Word tips**

**stereotype** 模式化的思想  
**prejudice** 偏见  
**accountant** 会计  
**striking** 显著的, 惊人的  
**rosy** 美好的  
**ignorance** 无知

**3 Work in groups to discuss the following question.**

What is your impression of the professions mentioned in the interview?



### **SAMPLE**

- The lawyer enjoys a high status in society and is greatly admired. They are usually knowledgeable, eloquent, convincing and forceful. Moreover, they can make a lot of money! But in some Western countries, the reputation of the lawyer is not so good. Some are regarded as being shrewd, unjust and money-minded.
- The economist has a good vision, and can predict the world economy well in advance. They perhaps can influence the state or world economy. But at home, they may value money more than anything else. They are likely to be tight-fisted and budget their money carefully.
- The accountant, comparatively speaking, has lower social status than the economist. Traditionally, in my mind, the accountant is usually an old man with heavy glasses, working on an abacus. Now they work on computers, and many of them are pretty young girls. These young women give people an impression of being cold, rigid and disagreeable.
- The sales representative is very persuasive and tends to exaggerate the products they sell. I don't think sales representatives are trust-worthy. They are, in a certain sense, hateful, because they usually bug you when you are not in the mood to buy anything. They have a lot of chances to travel, though.
- The scientist is generally respected. Very often they live a simple life and are not interested in material things. They spend a lot of time thinking, analyzing, and working on formulas. They consider theory more important than practice.
- The engineer tends to be practical. They do hard and sometimes dirty work. They are usually badly dressed. But they really play an important role in society.

## **Listening IV**

### *SCRIPT*

**Megan:** Tim, if you could pick any occupation in the world, what do you think would be a cool one?

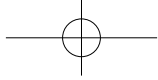
**Tim:** Well, truth be told, I think it would be pretty awesome to be a commercial fisherman.

**Megan:** Fisherman! Why would you want to be a fisherman?

**Tim:** Believe it or not, I'm really fascinated by the ocean. I like spending time in the ocean and I think if you go out on those boats and get away from the land, you really get in touch with the sea.

**Megan:** Is it dangerous, though?

**Tim:** Oh, it can be dangerous, for sure. You can get caught in storms. It can be rough sometimes.



**Megan:** Do you get paid a lot of money?  
**Tim:** Not so much, but that is not necessarily vital. You know, you can work with nature. You can catch healthful food, provide for yourself, and I think that's really fulfilling. How about you, Megan? What do you think would be a cool job?  
**Megan:** I think I would like to be a writer.  
**Tim:** Why is that? Lots of writers don't succeed in making much of a living.  
**Megan:** Well, being a movie star would be exciting too, or a rock star, but the fame is overwhelming—too many people always want to talk to you or want your autograph. I think as a writer, you are doing something you love without all that pressure or the media coming after you, and you can sort of make your own work schedule and do it where you like. You can write in the countryside in a cabin, or you can write in the city wherever you please. So, I think it is a very flexible, rewarding job.  
**Tim:** Yeah, you've got to have the aptitude for it, though. Do you think you have what it takes?  
**Megan:** No, not yet. I'm a terrible writer. But anyway, if I could have my pick of jobs, I'd like to be a writer.

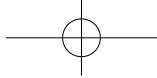
**1 Listen to a conversation about ideal jobs and choose the best answer to each question you hear on the recording.**

- 1 Why does Tim want to be a fisherman? C  
A Because he is fascinated by surfing.  
B Because he used to spend a lot of time in the ocean.  
C Because he wants to stay close to the sea.  
D Because he is fond of taking challenges.
- 2 What danger has Tim mentioned about being a fisherman? A  
A Awful weather.  
B Being attacked by violent sea creatures.  
C The ship being hit by hidden rocks.  
D Complicated geographical environment.
- 3 What makes Tim think that being a fisherman is fulfilling? C  
A Being well-paid.  
B Fighting against nature.  
C Being able to support himself.  
D Being exposed to different species of fish.

**Word tips**

**truth be told** 老实说  
**awesome** 很好的, 了不起的  
**fascinate** 使着迷  
**rough** (海浪等) 汹涌的  
**vital** 极其重要的  
**fulfilling** (工作、关系等) 使人满意的  
**cabin** 小木屋  
**aptitude** 天资, 才能





- 4 What does Megan think of being a rock star? **B**
- A It is hard to make the dream of being a rock star come true.
- B There is too much pressure for a rock star.
- C A rock star can acquire enormous wealth easily.
- D The relationship between rock stars and the media is usually tense.
- 5 What does Megan want to show when she mentions the countryside cabin? **D**
- A Writing allows for no distraction.
- B Writers can draw inspiration from ordinary scenes.
- C A willing heart is most important to being a successful writer.
- D Writers can take up writing wherever they like.

**2 Listen to the conversation again and complete the following sentences with the information you get.**

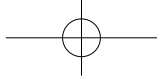
- 1 Tim, if you could pick any occupation in the world, what do you think would be a cool one?
- 2 You can catch healthful food, provide for yourself, and I think that's really fulfilling.
- 3 I think as a writer, you are doing something you love without all that pressure or the media coming after you, and you can sort of make your own work schedule and do it where you like.
- 4 I'm a terrible writer. But anyway, if I could have my pick of jobs, I'd like to be a writer.

**3 Work in groups to discuss the following question.**

If you could pick any job in the world, what would it be and why?

**SAMPLE**

- I don't have any specific job in my mind at the moment, but my ideal job would offer, first of all, very very high salaries. I would start work at about 10:00 a.m., have lunch at 12:00 for two hours, and then work in the afternoon until 4:00 p.m. I think it would be pretty awesome if I could spend half a year in the Northern Hemisphere, and then half a year in the Southern Hemisphere, so I could have summer all year around. I hate cold winters.
- If I could have my pick of a job, I would like to be an astronaut. I'd like to go to the Moon to see what's on it. Moreover, I hope I can see the Earth from the Moon. I think it would be cool to be there and enjoy the beauty of the Earth from a completely different angle.
- If I could have my pick of any occupation, I think I would like to be a diplomat. I am fascinated by this occupation because of the following reasons:



- 1) I love learning different and exotic cultures. If I were a diplomat I could do a lot of traveling to other places and visit other countries, and get in contact with different cultures.
- 2) If I were a diplomat I would have many opportunities to meet and interact with different people, which is really exciting for me, for I want to meet different people, talk to them and make friends with them.
- 3) I have very rich knowledge, good communication skills, and a quick mind, I believe I am qualified for such an occupation.

## PART 2

### Viewing, Understanding and Speaking

#### Topic

Job Interview

#### Characters

Li Lei (a male student)

Mr. Davis (a personnel manager)

Interviewer 1 and

Interviewer 2 (two other interviewers)

#### Setting

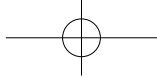
In a meeting room

*(Li Lei is a graduate student majoring in computer engineering. He is now having a job interview.)*

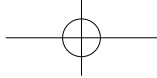


**Mr. Davis:** Good morning! So you are Li lei.  
**Li Lei:** Yes. Good morning, Mr. Davis.  
**Mr. Davis:** How are you doing? Ready to begin?  
**Li Lei:** Fine, thank you. Sure.  
**Mr. Davis:** It says in your résumé that your major is computer engineering. What position are you applying for?  
**Li Lei:** Ah... computer programmer.  
**Mr. Davis:** Can you sell yourself in two minutes?

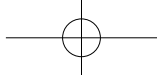
SCRIPT



- Li Lei:** I hope so. With my qualifications and experience, your organization can benefit from my analytical and interpersonal skills. I'm hard-working, responsible and diligent in every project I undertake.
- Mr. Davis:** All right. Give me a summary of your academic performance at university.
- Li Lei:** Well, I worked very hard during my college studies, as well as my graduate studies. I also won a lot of awards for being an excellent student, first- and second-level scholarships, etc. I believe if the opportunity knocks, I must be in a position to take it.
- Mr. Davis:** How about your English level?
- Li Lei:** I've passed CET 4 and 6 tests. I also have a CET certificate for spoken English. I've spent a lot of time on my English because I believe it will be crucial for my career.
- Interviewer 1:** What sort of experience have you had?
- Li Lei:** Well, I don't have any formal work experience, but I do have some experience. I had my internship with a big company, worked together on a project. It was mainly about management information systems.
- Interviewer 2:** Li Lei, since you were in the Student Union, did you organize any activities while in college?
- Li Lei:** Yes, quite a few. Several of us invited a CEO from a big company to deliver a lecture. And with the help of the university, we arranged a CAD competition.
- Mr. Davis:** That sounds good. What hobbies do you have?
- Li Lei:** I have a wide range of interests ranging from surfing the net, and reading magazines and journals, as well as jogging.
- Mr. Davis:** Good. Why are you applying to our company?
- Li Lei:** I believe your company is one of the best companies in its field. It has a good organizational system, a good working environment, and talented people. And, what's more, your company has a promising future.
- Interviewer 2:** How do you rate yourself as a professional?
- Li Lei:** Well, with my strong academic background, I am capable and competent.
- Mr. Davis:** What do you have to offer us?
- Li Lei:** I think my computer programming skills can help your company.
- Interviewer 1:** What makes you think you would be successful in this position?
- Li Lei:** My graduate school training combined with my internship has given me the background for this particular job.



**Mr. Davis:** Do you work well under stress or pressure?  
**Li Lei:** Yes, I think so. I'm very persistent.  
**Mr. Davis:** What are your strongest traits?  
**Li Lei:** I have very good organizational skills and I work hard.  
**Mr. Davis:** What are your weaknesses?  
**Li Lei:** Well, everybody has weaknesses. I am no exception. Sometimes I'm not patient enough. Especially when I am programming, I don't like to be bothered, and if people keep interrupting me, sometimes I get impatient.  
**Mr. Davis:** How would your friends or classmates describe you?  
**Li Lei:** (*He pauses a few seconds.*) They think of me as being friendly, caring and determined.  
**Mr. Davis:** What personality traits do you most admire?  
**Li Lei:** I admire someone who is honest, flexible and easy-going.  
**Mr. Davis:** How do you handle criticism?  
**Li Lei:** I think silence is golden. I try not to say anything that'll make things worse. However, I think I accept constructive criticism quite well.  
**Mr. Davis:** How do you handle failure?  
**Li Lei:** Oh yes, I suppose everyone fails sometimes. I would like to have the opportunity to correct my mistakes.  
**Interviewer 1:** Well, what gives you a feeling of accomplishment?  
**Li Lei:** Mm, doing the best I can in any situation.  
**Interviewer 2:** If you had a lot of money to donate, who would receive it? And why?  
**Li Lei:** I would donate it to the medical research center because I'd like to try and help others.  
**Mr. Davis:** What is most important in your life right now?  
**Li Lei:** To find my job in my field.  
**Mr. Davis:** What current issues are you concerned with the most?  
**Li Lei:** Mm... the general state of our economy and the impact of China's entry into the WTO on industry.  
**Mr. Davis:** How long would you like to stay with this company?  
**Li Lei:** I will stay as long as I can continue to learn and we are happy with one another.  
**Mr. Davis:** Can you imagine what you would like to be doing five years from now?  
**Li Lei:** I'd hope to be in a management position. That would be exciting.  
**Mr. Davis:** What range of pay scale are you interested in?  
**Li Lei:** Erm... money is important; however, the responsibility that goes with this job is what interests me.  
**Mr. Davis:** The salary would be ¥3,600 to start, with increases given



according to your performance.  
**Li Lei:** That sounds good to me.  
**Mr. Davis:** Thank you. You should be hearing from us within a few days.  
**Li Lei:** Thank you, Mr. Davis.  
...

### Word tips

**analytical** *adj.* using a method of separating things into their parts in order to examine and understand them (善于) 分析的

*e.g. Some students have a more analytical approach to learning.*

**certificate** *n.* an official document stating that you have passed an examination, successfully completed a course, or achieved the necessary qualifications to work in a particular profession 证书

*e.g. Betsy earned a teaching certificate from San Jose State University.*

**crucial** *adj.* extremely important 关键的, 决定性的

*e.g. This will be a crucial decision for the education services because it sets the standard for all future years.*

**internship** *n.* a job that lasts for a short time, that sb., especially a student, does in order to gain experience 实习

*e.g. I worked for them for a summer in an internship.*

**CAD (computer-aided design)** *n.* the use of computer graphics to design cars, aircrafts, buildings, etc. 计算机辅助设计; 计算机图形设计

**rate** *v.* think that sb. or sth. has a particular quality, value or standard 评价

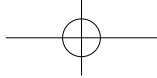
*e.g. How do you rate him as a footballer?*

**persistent** *adj.* continuing to do sth., although this is difficult, or other people warn you not to do it 持之以恒的, 坚持的

*e.g. If she hadn't been so persistent, she might not have gotten the job.*

### 1 Watch a video about a job interview and check (✓) the things the interviewers asked Li Lei about.

- ✓ A his academic performance
- ✓ B his English level
- C his marital status
- ✓ D his work experience
- E his hometown
- ✓ F his hobbies
- G his dormitory life
- ✓ H the reasons why he applied to the company
- ✓ I his self-evaluation
- J his attitude toward work
- ✓ K the traits he admires most in others
- ✓ L how he handles failures and criticisms



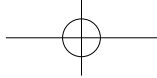
**2 Watch the video again and complete the following sentences with the information you get.**

- 1 Li Lei's major in college is computer engineering.
- 2 Li Lei is applying for the position of computer programmer.
- 3 Li Lei had his internship with a big company and worked on a project.
- 4 When Li Lei was in college, he and others invited a CEO from a big company to deliver a lecture and they also arranged a CAD competition.
- 5 Li Lei is proud of his computer programming skills, which he thinks can help the company.
- 6 Li Lei's weakness is that when people keep interrupting him, he could be impatient.
- 7 As to handling criticism, Li Lei thinks he can accept constructive criticism quite well.
- 8 Li Lei would donate money to the medical research center if he had a lot of money.
- 9 Li Lei would like to be in a management position in five years.
- 10 The salary would be ¥3,600 to start, with increases given according to his performance.

**3 Repeat a few important lines and try to imitate the speakers' pronunciation and intonation.**

- 1 With my qualifications and experience, your organization can benefit from my analytical and interpersonal skills.
- 2 I believe if the opportunity knocks, I must be in a position to take it.
- 3 I've spent a lot of time on my English because I believe it will be crucial for my career.
- 4 It has a good organizational system, a good working environment, and talented people.
- 5 What makes you think you would be successful in this position?
- 6 They think of me as being friendly, caring and determined.
- 7 I admire someone who is honest, flexible and easy-going.
- 8 If you had a lot of money to donate, who would receive it? And why?
- 9 What current issues are you concerned with the most?
- 10 How long would you like to stay with this company?
- 11 What range of pay scale are you interested in?
- 12 You should be hearing from us within a few days.

**4 Work in groups to role-play a job interview. One of you acts as a job seeker while the rest of you act as members on a panel of interviewers. The interviewers may ask any question to decide on the job seeker's qualification, and the job seeker is also permitted to ask questions. After the interview, the interviewers should decide whether the job seeker will be employed or not and explain their decision.**



### **SAMPLE**

**Characters:** Li Lei (a male student), Mr. Smith, Mrs. Smith, Tom (Mr. Smith's elder son, aged 12)

**Setting:** In the sitting room  
(Suppose Li Lei is applying for the job as babysitter for Tom's two-year-old sister. He is now having a job interview.)

**Mrs. Smith:** Good morning. So you are Li Lei?

**Li Lei:** Yes. Good morning, Mr. and Mrs. Smith.

**Mrs. Smith:** Well, let's cut to the chase. We'd like to know something about you.

**Li Lei:** Sure, I understand.

**Mrs. Smith:** Why are you interested in working as a babysitter?

**Li Lei:** Mm... I think I will find a lot of things rewarding about being a babysitter. For example, it's really fun to play with children and I feel happy to help children grow, explore and learn about life.

**Mrs. Smith:** How many years have you been working with children?

**Li Lei:** I have worked as a volunteer teacher in a primary school twice, but frankly speaking, I have never worked with a baby.

**Mrs. Smith:** Er, then, do you have any knowledge about First Aid?

**Li Lei:** Yes, I have learned something about it at college because I am a member of the Red Cross Society in the university.

**Mrs. Smith:** Are you familiar with emergency numbers?

**Li Lei:** Sorry, I don't know them. But I will get them via the Internet after this interview.

**Mr. Smith:** What would you do with the kids on a day like today?

**Li Lei:** The weather is really fabulous today, so I will take the kids out for a walk, breathing fresh air and enjoying warm sunshine.

**Mr. Smith:** What do you do when a kid refuses to go to sleep?

**Li Lei:** I don't think I will force a kid to fall asleep. If he refuses to go to sleep, I will play with him or tell him stories. When he feels sleepy, I will sing a lullaby to him.

**Mrs. Smith:** Can you change a diaper?

**Li Lei:** To be honest, I can't, but I can learn it. I am a fast learner.

**Mr. Smith:** Then how about preparing and heating formula (婴儿食品) correctly?

**Li Lei:** Sorry, I don't know how to do that, but I bet you can teach me.

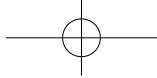
**Mrs. Smith:** Sure.

**Tom:** I have a question for you, too. Are you willing to help me with my homework?

**Li Lei:** Of course, I'd love to.

**Mrs. Smith:** Well, do you have any questions, Li Lei?





**Li Lei:** May I ask about my payment if I am employed?

**Mr. Smith:** Erm, you will be paid 100 *yuan* per day.

**Li Lei:** That sounds fair to me.

...

**The panel's decision:**

Li Lei will be hired for the following reasons: First, he is interested in doing babysitting. Second, he has some knowledge about childcare, although he needs to learn more. Third, he is honest, which is an essential quality in taking care of babies. Finally, he is also capable of helping Tom with his homework.

## PART 3 Video Appreciation and Singing for Fun

### Video Appreciation



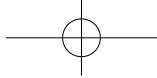
#### ■ About the video clip:

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Every school year, parents pray that their children get good teachers. The latest studies reveal that the quality of a teacher is the dominant

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factor in how successful children can be in school. It's more important than money, family circumstances or cultural backgrounds. Experts say that poor teaching isn't just a nuisance; it's actually detrimental to children's learning. Three experts are invited to talk about what makes a great teacher in this program. They are Cindee Karnick-Davison, a teacher at Regent Heights Public School, the winner of the OTIP Teaching Award in the elementary category in 2009, Mary Kooy, head of the Center for Teacher Education & Development at Ontario Institute for Studies in Education, and Richard Gerver, from Derby, England, the winner of the British National Teaching Award in 2005 and the author of *Creating Tomorrow's Schools Today*.

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#### Background information

The Ontario Teachers' Federation (OTF) and the Ontario Teachers Insurance Plan (OTIP) present three awards to outstanding teachers each year, two in the categories of elementary and secondary education and one to a beginning teacher.

## SCRIPT

**Cheryl:** Let's get right to it. What makes a teacher great, Cindee?

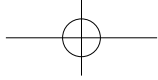
**Cindee:** I think a tremendous element of care, uh, the desire to, well, I use an expression called "see their hearts sing", and that's for them to discover the joy in learning but especially the joy in themselves.

**Cheryl:** OK, Mary, what makes a teacher great?

**Mary:** Well, for me, I think a teacher becomes great when she makes her first task, uh, in getting to know her students. I call it a getting-to-know-you session, understanding who they are, where they're from, what kinds of interest they have, what kinds of contributions they can make..., uh, have to the classroom. So it's knowing your students extremely well, knowing your subject areas very well, being a knowledgeable person around your specialty or the other subjects you have to teach. People like Cindee teach many subjects. And I think that she's a passionate learner herself that, that, uh, starts with getting to know her students. It starts with the kind of life-long learning around her specialty, but it also starts, ends with or, or continues with her life-long professional learning, whether it's, uh, with colleagues in the school collaboratively or with other peers. It never stops. I see them when they come to me as graduate students, but, uh, they've been on this journey in many other ways as well. So I think those are three key, kind of, variables.

**Cheryl:** OK, Richard, what would you say? What makes a great teacher?

**Richard:** I think, I mean, I... I would agree with... with both Mary and Cindee. The word that keeps coming through to me, it always has,



really, is empathy. Umm, for me, great teachers truly understand what makes their students tick. Um, they're incredibly natural and confident around them. That's another trait, I think, of a truly great teacher. They're confident enough to be themselves. They're truly confident enough to be themselves with their kids, with their students, because, let's face it, we all know that our children aren't stupid. They pick up on the vibe of how any of us are around them. Um and I think that ability to be relaxed, self-confident, self-assured, and for children, to truly get the fact that, uh, you care about them, you're passionate about them, and you want to help them develop, uh... is absolutely core to any great teacher.

### Word tips

**tremendous** *adj.* very great in size, amount or degree 极大的, 巨大的

*e.g. This rocket travels at a tremendous speed.*

**session** *n.* a period of time used for a particular activity, especially by a group of people (进行某活动连续的) 一段时间

*e.g. After several sessions at the gym, I feel a lot fitter.*

**passionate** *adj.* having or showing strong feelings 热情的

*e.g. She developed a passionate interest in wild flowers.*

**collaboratively** *adv.* in a manner of working together with several people or groups of people 合作地, 协力完成地

*e.g. As a community we want to work collaboratively because when everybody works together, it is a win-win situation.*

**variable** *n.* sth. that may be different in different situations, so that you cannot be sure what will happen 可变因素, 变量

*e.g. With so many variables, the exact cost is difficult to estimate.*

**empathy** *n.* the ability to imagine oneself in the position of another person, and so to share and understand that person's feelings 同感, 共感

*e.g. As a rich and privileged person, she has very little empathy with the people she claims to represent.*

**what makes sb. tick** the thoughts, feelings, opinions, etc. that give sb. their character or make them behave in a particular way 某人这样做的原因是什么

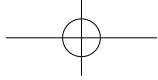
*e.g. I've never really understood what makes her tick.*

**be oneself** act naturally 行事自然

*e.g. Don't try to act sophisticated—just be yourself.*

**let's face it** (*informal*) used when saying sth. that is hard for sb. to accept 我们得承认……

*e.g. Let's face it, we won't win whatever we do.*



**pick up on** notice sth. about the way sb. is behaving or feeling, even though they are trying not to show it 注意到

*e.g. Children pick up on our worries and anxieties.*

**vibe** *n.* the good or bad feelings that a particular person, group of people, or situation seems to produce and that you react to 感应, 共鸣

*e.g. The good guy is someone who radiates good vibes to others.*

**self-assured** *adj.* calm and confident about what you are doing 有自信的

*e.g. She'd blossomed into a self-assured young woman.*

**core** *adj.* most important or most basic 最重要的, 最基本的

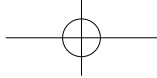
*e.g. We need to stop this expansion and concentrate on the core business.*

**1 Watch a video clip in which three experts are talking about what makes a great teacher and check (✓) the qualities of great teachers that are mentioned.**

- ✓ **A** being knowledgeable about the specialty
- B** having a competitive spirit
- ✓ **C** having enough self-confidence
- ✓ **D** developing empathy between students and teachers
- E** being critical of students' weaknesses
- ✓ **F** caring about their students and helping them develop
- G** having a high tolerance level for confusion
- ✓ **H** having a good knowledge of students

**2 Watch the video clip again and complete the following sentences with the information you get.**

- 1 I think a tremendous element of care, uh, the desire to, well, I use an expression called "see their hearts sing"...
- 2 I call it a getting-to-know-you session, understanding who they are, where they're from, what kinds of interest they have, what kinds of contributions they can make..., uh, have to the classroom.
- 3 ... but it also starts, ends with or, or continues with her life-long professional learning, whether it's, uh, with colleagues in the school collaboratively or with other peers.
- 4 Umm, for me, great teachers truly understand what makes their students tick.
- 5 Um and I think that ability to be relaxed, self-confident, self-assured, and for children, to truly get the fact that, uh, you care about them, you're passionate about them, and you want to help them develop, uh... is absolutely core to any great teacher.

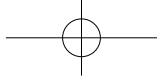


### 3 Work in groups to talk about what makes an ideal teacher at college.

#### **SAMPLE**

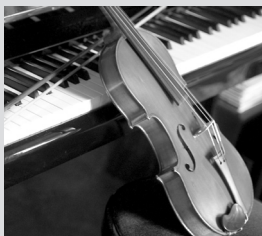
I think a college teacher should ideally be well-equipped with the following qualities:

- Being fully committed to the teaching profession. If they are not dedicated to their profession, chances are that they may be irresponsible in their teaching and thus becomes ill-prepared for it.
- Having a good sense of humor and employing humor spontaneously in a tasteful manner. In this way, they are able to take the tension out of a stressful situation and enliven classroom atmosphere.
- Being fair-minded. They should assess students on the basis of their performance, not on their personal qualities, background or culture.
- Setting high expectations for students and helping them to live up to those expectations. Meanwhile, an ideal teacher should understand the intrinsic motivations of individuals, and know what it is that inspires students.
- Being a good manager of time. Time is one of the most precious resources a teacher has and a good teacher should know how to use this resource wisely.
- Having passion for their chosen subject and for passing their knowledge on to students.
- Being flexible. A good teacher should be willing to alter plans and directions in a manner which assists students in moving toward their goals.
- Being individually perceptive. A good teacher should see each student as a unique individual and look for the differences between students. They should be capable of dealing with students' difficulties and making available their assistance in the management of individual situations.
- Being knowledgeable. They should be in a constant quest for knowledge and have the insight to integrate new information.
- Being creative, versatile, innovative, and open to new ideas. They should strive to incorporate techniques and activities that enable students to have unique and meaningful growth experiences.



## Singing for Fun

### ■ About the song:



This song is included in Darin Zanyar's second album *Darin*. Darin Zanyar is a Swedish pop singer and songwriter, with numerous chart (音乐排行榜) topping songs and music albums. At the age of 17, he came second in *Idol*. He quickly shot up to become the brightest star produced by the show and Sweden's biggest teenage idol in the 21st century. By age 21, he had already gained more experience and achieved more than most artists do over a lifetime with his three gold and platinum (白金) records, several tours, a Grammy Award and a great many other awards.

In the song "Be What You Wanna Be", Darin argues that everyone should stick to their dreams and they can be the person they want to be as long as they make efforts.

**Listen to the song "Be What You Wanna Be" and learn to sing it.**

## LYRICS

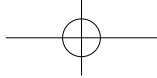
### Be What You Wanna Be

Doctor, actor, lawyer or a singer  
Why not president, be a dreamer  
You can be just the one you wanna be  
Policeman, fire fighter or a postman  
Why not something like your old man  
You can be just the one you wanna be

Doctor, actor, lawyer or a singer  
Why not president, be a dreamer  
You can be just the one you wanna be

I know that we all got one thing  
That we all share together  
We got that one nice dream we live for  
You never know what life could bring  
'Cause nothing lasts for ever  
Just hold on to the team you play for

I know you could reach the top  
Make sure that you won't stop



Be the one that you wanna be  
Now sing this with me

Doctor, actor, lawyer or a singer  
Why not president, be a dreamer  
You can be just the one you wanna be  
Policeman, fire fighter or a postman  
Why not something like your old man  
You can be just the one you wanna be

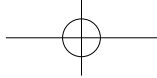
We may have different ways to think  
But it doesn't really matter  
We all caught up in the steam of this life  
Focus on every little thing  
That's what does really matter  
Luxury cars and bling, that's not real life

I know you could reach the top  
Make sure that you won't stop  
Be the one that you wanna be  
Now sing this with me

Doctor, actor, lawyer or a singer  
Why not president, be a dreamer  
You can be just the one you wanna be  
Policeman, fire fighter or a postman  
Why not something like your old man  
You can be just the one you wanna be

Last year I used to dream about this day  
Now I'm here I'm singing for you  
I hope I could inspire you  
'Cause I've got all the love  
'Cause I've got all love for you

Doctor, actor, lawyer or a singer  
Why not president, be a dreamer  
You can be just the one you wanna be  
Policeman, fire fighter or a postman  
Why not something like your old man  
You can be just the one you wanna be



Doctor, actor, lawyer or a singer  
Why not president, be a dreamer  
You can be just the one you wanna be  
Policeman, fire fighter or a postman  
Why not something like your old man  
You can be just the one you wanna be

Doctor, actor, lawyer or a singer  
Why not president, be a dreamer  
You can be just the one you wanna be  
Policeman, fire fighter or a postman  
Why not something like your old man  
You can be just the one you wanna be

## PART 4

### Further Speaking and Listening

#### *Further Speaking*

Work in groups to do the following activities.

##### Step ONE

**Read the following situation.**

You are invited to attend a talk show on the topic of whether college students should pursue graduate studies, or go to work immediately after their graduation.

##### Step TWO

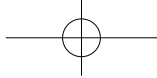
**Take some time to organize your thoughts. You should also be ready to defend your position in case someone else challenges you during the talk show.**

##### Step THREE

**Work in groups of five to discuss on the above topic, with each member playing a different role as follows:**

- Role 1:** A postgraduate student;
- Role 2:** A college graduate who began working two years ago;
- Role 3:** An expert in career planning;
- Role 4:** A CEO of a well-known company;
- Role 5:** A TV host or hostess.

*(to be continued)*



(continued)

### **SAMPLE**

**Host:** Ladies and Gentlemen, welcome to this week's talk show. June is a time for celebration of college graduates. It is a time of completion, and of an ending. However, it also signals the dawn of a new world. At this critical moment, college graduates reach a crossroads where two roads diverge before them: Shall I go to graduate school and further my education or hunt for a job? A very tough decision to make, isn't it? Today, we have invited people from different fields to discuss this issue. Let's welcome them to air their opinions.

**Speaker 1:** Thank you very much for giving me this opportunity to share with you my sentiments from my own experience. I am a graduate student, majoring in electrical engineering. Actually, I was faced with this dilemma one year ago, and many of my classmates were in the same position. Approximately 60 percent of them chose to enter graduate school either in China or abroad and about 40 percent of them opted to begin working as electrical engineers. Fortunately, the past year has given me perspective and proven that my choice is right for me. My graduate study turns out to be rewarding and worthwhile. Not only have I acquired important knowledge that I had no chance to come in contact with previously, but I am able to develop my skills and capabilities overall. For my line of work, I'm convinced it is better for one to lay a more solid foundation academically. Some of my classmates who started to work directly after their graduation from college are now eager to further their studies and several of them have begun to prepare their application to graduate school. An investment in graduate studies always has an advantage in my eyes.

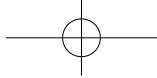
**Host:** Knowledge is power, certainly. The more knowledge one has, the better-equipped one will be for a future job. Xiao Ming, you decided to work after your graduation two years ago. What insight would you care to share with others?

**Speaker 2:** Two years ago, I made a decision against my parents' wishes. They had hoped that I would continue graduate study, but I decided against their advice. After weighing my options, I made up my mind to leave school and enter the job market. I planned to gain as much work experience as possible and become secure financially and professionally. I wanted to suspend my further education because I believe there's no substitute for getting out in the real world and getting work experience. Graduate school will always be there, but a good professional opportunity may not. I am currently working in the sales department of a prominent real estate company. At work, I need to keep improving my abilities, especially my interpersonal skills. Sometimes, I do feel that college is an ivory tower which is disconnected from the real world. I don't mean that the knowledge I acquired at college is impractical, but it is at work that I feel I learn best. I think I will consider obtaining my master's degree after a few years of work. At that time, I will have focused my thinking about what is needed in the workplace, thus being more highly motivated to acquire new knowledge. Moreover, it will surely be helpful if my company can reimburse me for my tuition fees. It's a great opportunity if you get the best of both worlds: subsidized schooling and job experience, isn't it?

**Host:** That is a really rosy picture for Xiao Ming, but not many students have as clear an idea as Xiao Ming does. For most college graduates, it is still a hard decision to make. Professor Wang, you are an expert in career planning. What advice do you have for most students?

(to be continued)





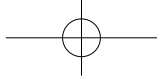
(continued)

**Speaker 3:** Well, I think the biggest problem with college students is that colleges are an academic cocoon. Teachers, peers and guidance counselors become cheerleaders for continuing education. They provide attractive reasons to continue education: You'll make more money, get a better job and move up in your career faster. The extra years of schooling translate into making about 20,000 *yuan* more per year. That's how much more the average person holding an advanced degree earns over someone with a bachelor's degree. Given this situation, it can be easy for college students to get caught up in a graduate school craze. I recommend that you take a break and reconsider your reasons for choosing academia over the working world. You should take into account the following factors: What are my career goals? Will graduate schools assist me in meeting these career goals? For those who are interested in being a doctor, a lawyer, or a university faculty, graduate work is a must. It is required that they should get their master's degree or even doctoral degree to enter these professions. But, for those who desire to be businessmen, journalists, nurses or accountants, it can be a different story. Practical work carries more importance for them. It is a good idea for them to accumulate experience first. Next, why do you want to go to graduate school? Is it for the right reasons? Students choose graduate school for various reasons, including intellectual curiosity and professional advancement. Some choose graduate school because they aren't sure what to do or don't feel ready for a job. These aren't very good reasons. Graduate school requires an intense commitment of time and money. If you're not sure that you're ready, then it's best to wait. Finally, can you afford to go to graduate school? No doubt about it: Graduate school is expensive. You need to consider whether or not you have enough financial support to pursue your studies. These are just three important questions I would pose for college graduates before they make a decision.

**Host:** Thank you very much for your valuable suggestions, Prof. Wang. Now, let's welcome Zhang Lei, CEO of Hope Real Estate Co. Ltd., and hear about his ideas.

**Speaker 4:** When there are stories about people like Bill Gates, who dropped out of Harvard yet still managed to found Microsoft, which made him one of the richest men in the world, college students are confused: Is an advanced degree really necessary? My answer is: It all depends. Actually, I would echo the view of Prof. Wang. College graduates need to ask themselves these three questions before making up their mind. Here, I just want to add two more questions: What will I specialize in? What are my interests? Graduate school is different from college because it requires a higher level of academic commitment. You must enjoy and excel at reading, writing, and analyzing information. If you lack these abilities, you should think twice before you choose to attend graduate school.

**Host:** Yes, it is always rational to think twice before you leap. In the end, I do wish college graduates a bright future.

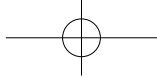


### Teaching tips

**Objective:** This activity aims to motivate every student to participate and offer their opinions on a specific topic which is intimately related to them.

**Procedure:** In this activity, the teacher should organize the students into groups to prepare to role-play an individual with a particular point of view about whether college graduates should enter graduate school or, instead, enter the working world in a talk show panel discussion format.

- 1 The teacher should organize students into groups of five. The teacher may ask each student to choose a number from one to five. Note that members of the same group should choose different numbers. After that, the teacher will announce to the class different roles each number stands for. For example, if you choose one, you will play the role of a postgraduate student; if you choose two, you will play the role of a college graduate who started working two years ago; if you choose three, you will play the role of an expert in career planning; if you choose four, you will play the role of a CEO of a famous company; and if you choose five, you will play the role of a TV host or hostess. (\* The role of a television host or hostess should ideally be played by a student who is competent in English, able to coordinate well and quick-witted, for the TV host or hostess plays an extremely crucial role in determining whether the talk show will be a success or not.)
- 2 Students will be given time for their preparation for the assigned role. They are encouraged to clarify their thoughts and organize their points of view from the perspective of their assigned role. They should also be ready to defend their arguments in case someone else speaks against them during the talk show.
- 3 The TV host or hostess is responsible for beginning the interviews of the panel guests and for facilitating questions from the student audience. He or she should make sure that all panelists have the opportunity to share their points of view. The students in the audience should have the opportunity to ask questions.
- 4 After preparation, the talk show will begin. The host or hostess will extend a warm welcome to the panelists and give a brief introduction to the topic. During the talk show, every student should be encouraged to air their opinions from a certain point of view. The talk show may continue for approximately 20 minutes.



## Further Listening

### Listening I

#### SCRIPT

There are at least 100 million workers in the United States. Most of them are on the job 35 to 40 hours a week. Their typical day includes seven to eight hours of work. Usually, they have a 15-minute coffee break in the morning and in the afternoon. But work schedules vary from job to job.

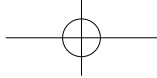
“White-collar” workers—office workers and many professionals—usually have “nine to five” jobs. They begin at 9:00 a.m. and finish at 5:00 p.m., Monday through Friday. “Blue-collar” workers—mechanics, electricians, and laborers—often work from 8:00 a.m. to 4:00 p.m. In many factories, “blue-collar” workers come to work in eight-hour shifts. Typically, these shifts start at 8:00 a.m., 4:00 p.m., and midnight. Finally, sales people and managers in retail stores work on Monday and Thursday nights, when the stores are open. Many retail workers also work on Saturdays, and some work on Sundays.

These are the normal schedules for most American workers. However, many businesses now use a new system called “flex-time scheduling”. Under this system, the employees choose their own working hours. Some people work from 8:00 to 4:00 five days a week. Some work from 9:00 to 5:00. Other people work 10 or 12 hours a day four days a week. Employees and managers are both happy with the system. The employees like the freedom of choice, so they work hard. The managers, of course, like the hard-working employees.

What, then, is a typical work schedule? It depends on the job—and on the workers.

**Listen to a passage about work schedules in the U.S. and complete the following sentences with the information you get.**

- 1 There are at least 100 million workers in the United States.
- 2 Most of the American workers are on the job 35 to 40 hours a week.
- 3 Their typical day includes seven to eight hours of work.
- 4 “White-collar” workers—office workers and many professionals—usually begin at 9:00 a.m. and finish at 5:00 p.m., Monday through Friday.
- 5 “Blue-collar” workers often work from 8:00 a.m. to 4:00 p.m.
- 6 In many factories, “blue-collar” workers come to work in eight-hour shifts. Typically, these shifts start at 8:00 a.m., 4:00 p.m., and midnight.
- 7 Sales people and managers in retail stores work on Monday and Thursday nights, when the stores are open. Many retail workers also work on Saturdays, and some work on Sundays.
- 8 Under the “flex-time scheduling” system, the employees choose their own working hours. They like the freedom of choice, so they work hard. Both employees and managers seem to be happy with the new system.



## Listening II

**Man:** How long have you worked for AM-ADMEL, Gill?  
**Woman:** Only for a year. I joined last August in fact.  
**Man:** It's May now. That's for almost a year, right?  
**Woman:** Yes.  
**Man:** What did you do before that?  
**Woman:** I used to work for a travel agency in London.  
**Man:** That was interesting, wasn't it?  
**Woman:** Not really. It was just secretarial work, rather like this job. And it wasn't too well-paid. But I took a secretarial course when I left school and I couldn't think what else to do.  
**Man:** So you went straight from school into a secretarial course, did you?  
**Woman:** Well, not quite. I left school when I was 16, in 2005, I think it was. And then I went to work in a hotel in Austria for a year, to learn some German.  
**Man:** Austria? Why Austria?  
**Woman:** I don't know really. Well, we used to go there on holiday quite often when we were younger, and, well, I like Austria actually. Anyway then I went back and did the secretarial course. That was a one-year course.  
**Man:** And then you got the job at the travel agency I suppose.  
**Woman:** Yeah, that's right. That was in 2007.  
**Man:** So you were there five years!  
**Woman:** Yes, it's awful, isn't it? Actually, I'm thinking of giving it all up to become a nurse.  
**Man:** Really?  
**Woman:** Well, I worked in a hospital in Twickenham during my last year at school. Just cleaning and helping to make beds and so on. It was part of our Practical Careers training.  
**Man:** And you liked it?  
**Woman:** Yes, it was interesting.

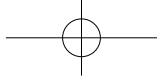
### SCRIPT

Listen to a conversation talking about work experience and choose the best answer to each question you hear on the recording.

- 1 What does the woman think of the job in the travel agency? A  
A She thinks it's not interesting.  
B She enjoys working there.  
C She thinks it's well-paid.  
D She likes it better than the job at AM-ADMEL.
- 2 Where did the woman first work after she graduated? D  
A A hospital.  
B A travel agency.  
C AM-ADMEL.  
D A hotel.

### Word tips

secretarial 秘书的  
Twickenham 特威克纳姆 (地名)

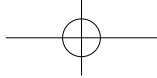


- 3 Why did the woman go to Austria after she left school? C  
A She went there to do sightseeing.  
B She went to find a job there.  
C She went there to learn German.  
D She went there on business.
- 4 How long did the woman work in the travel agency? A  
A For five years. B For six years.  
C For seven years. D For eight years.
- 5 What made the woman think of becoming a nurse? D  
A Her professor's advice.  
B Her love for human beings.  
C Her hatred for other jobs.  
D Her work experience in the hospital.

### Listening III

#### SCRIPT

- Man:** Well, now then, one thing I'd like to ask is, er, exactly why you applied for the job. I mean, just looking at your application form, you're actually overqualified.
- Woman:** Yes, I thought you might ask that. Um, the thing is, in my present job, although I'm actually in charge of a small team and I have a lot of responsibility, it's largely a desk job with a lot of paperwork.
- Man:** And you're not too keen on office work all day?
- Woman:** To be honest, no, I'm not. I much prefer being out on site where I can supervise things, and deal with problems as they occur. And this job should give me this kind of contact with other engineers, architects, builders and so on.
- Man:** Mmm. You'd certainly have to do quite a lot of traveling in the local area, you know, visiting different sites. You do realize, though, that the starting salary isn't as good as the salary in your present job?
- Woman:** Yes, I realize that, but um, it does say in the job advertisement that the promotion prospects are very good.
- Man:** That's true, and as this is a new project that we're working on, we think there'll be a very good chance of fairly quick promotion, depending on performance, that is...
- Woman:** Yes, of course. Well, you see, I've got very little chance of promotion in my present job. I mean it's a very small company and there's nowhere really for me to go; that's why I'm looking around for somewhere else.



**Listen to an interview and choose the best answer to each question you hear on the recording.**

- 1 What does the interviewer want to know exactly? C
  - A Whether the woman has the right qualifications for the job.
  - B How the woman has acquired her present qualifications.
  - C Why the woman would quit her present job which is better paid.
  - D What kind of work experiences the woman has had.
- 2 What kind of job is the woman applying for? B
  - A A job involving a lot of paperwork.
  - B A job that needs to be out on site.
  - C A job which requires high qualifications.
  - D A job with a higher salary.
- 3 What is said about the job the woman applied for? D
  - A It's a very demanding job.
  - B It requires someone with good qualifications.
  - C It offers a very good salary.
  - D It involves quite a lot of traveling in the local area.
- 4 Why does the woman want to leave her present job? C
  - A Because she could not handle the responsibility.
  - B Because she does not like the local traveling.
  - C Because she does not have much chance for promotion.
  - D Because she's not satisfied with the salary.
- 5 What can we say about the woman? A
  - A She is kind of ambitious.
  - B She values money more than anything else.
  - C She gets tired of a job easily.
  - D She is not easy to satisfy.

**Word tips**

supervise 监督; 管理

## Listening IV

- David:** Hi! You're listening to Radio Southwest, the best in the Southwest for music and up-to-the-minute news. Sue's here. Hello, Sue.
- Sue:** Hello, David.
- David:** And we've got the Jobspot for you today. So, if you're looking for a new job, this could be the spot for you. So, let's have a look, see what we've got today.
- Sue:** Well, the first one we've got is a cook. That's in a large, busy restaurant, so it's very useful to have had experience in cooking. Must be a high school graduate and the pay is \$12 an hour. So that's not bad, is it? The hours are good too. That's Monday to Friday, 3:00 p.m. till 6:00 p.m.

*SCRIPT*



**David:** Great. Thanks, Sue. So that's a cook. Now, how do you fancy working out of doors? How do you fancy being a gardener? So as long as you're fit and strong, and at least 16 years old, that'll suit you. The pay is \$8 an hour. And the hours, Tuesday to Saturday, 8:30 a.m. to 5 p.m. You have to work on Sunday once a month, but on Monday the Garden Center's closed. Now, the sort of work you'd be doing is potting, watering, things like that. So, how about applying for that? Pay, \$8 an hour. Sue, what else do you have?

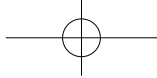
**Sue:** Right, Dave. Well, from outdoors to indoors, we've got a word processor operator job here. This job might suit a woman with school-age children, because it's only 15 hours a week. It's a small, friendly office, and they require a high school graduate with two years' experience operating a computer. Pay is \$9 per hour. So, there you go. That's a nice job in an office. If you fancy any of those jobs, give us a ring here on Jobspot at Radio Southwest. And now back to the music.

### Word tips

word processor 文字处理器

**1 Listen to a radio program about job-seeking and choose the best answer to each of the following items.**

- 1 Radio Southwest is best for \_\_\_\_\_. C  
A Jobspot  
B ads programs  
C music and news  
D weather reports
- 2 The restaurant that needs a cook is \_\_\_\_\_. A  
A large and busy  
B small and busy  
C large and expensive  
D small and convenient
- 3 If you want to be the gardener in the Garden Center, you'd better be \_\_\_\_\_. B  
A clever and practical  
B fit and strong  
C experienced  
D friendly
- 4 The indoor job offered is \_\_\_\_\_. D  
A a housekeeper  
B a babysitter  
C a computer programmer  
D a word processor operator
- 5 If you want to apply for any of the jobs, \_\_\_\_\_. B  
A write a letter to the Jobspot at Radio Southwest  
B call the Jobspot at Radio Southwest  
C write directly to the management of the place where you want to work  
D call the management of the place where you want to work



**2 Listen to the radio program again and match the jobs with the descriptions.**

- |   |                                      |
|---|--------------------------------------|
| 1 The cook<br><u>ADF</u>                    | A needs to be a high school graduate |
| 2 The gardener<br><u>BF</u>                 | B earns \$8 per hour                 |
| 3 The word processor operator<br><u>ACE</u> | C earns \$9 per hour                 |
|   | D earns \$12 per hour                |
|   | E works 15 hours a week              |
|   | F works five days a week             |