

# 英语面试：应聘原因篇

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## Reasons for Application

“你为什么要应聘本公司”也是面试时一个常常会被问到的问题。这时候，你之前对公司资料的收集就能派上用场了。你可以简单的说一下你对公司的了解，当然，适当的夸一下公司是有好处的，但是不要太过火。另外要结合自己的工作经验和应聘职位做一下简单的比较，得以充分证明自己是最合适的人选。

### WORDS & EXPRESSIONS 基本词汇表达

#### 【应聘原因】:

objective 目标

career objective 职业目标

employment objective 工作目标

position wanted 希望职位

job objective 工作目标

position applied for 申请职位

position sought 谋求职位

position desired 希望职位

development 个人发展

opportunity 机会

working environment 工作环境

position 职位

responsibility 责任，职责

be qualified for 适于担任

apply for 申请

advancement 提升, 晋升

operation 运作

major/field/specialty/domain 专业范围/专业领域/专业/专业领域

convenient 方便的

professional 专业的

background 背景

intern 实习生

hire 雇用, 聘用

on account of 由于, 因为

relevant 有关的, 相关的

be related to 与.....有关系

corporation 股份有限公司

staff 全体职员

confident 有把握的, 有信心的

desirous 希望的, 渴望的

turn sb. down 拒绝某人

career 职业、事业

nervous 紧张的, 不安的

co-operative 合作的

energetic 精力充沛的, 精神饱满的

productive 生产力高的, 有生产力的

**BASIC EXPRESSIONS 基本句型表达**

**【应聘原因】:**

**【面试方】:**

- 1) Why do you want to apply for a position in our company? 你为什么想申请来我们公司?
- 2) Please tell me a little bit about your present job. 请告诉我你目前这个工作的一些情况。
- 3) Thank you for your interest in this position. Why do you consider yourself qualified for this job? 谢谢你对本公司的兴趣, 为何你认为自己符合这职位的资格?
- 4) How do you know about this company? 你是怎么知道我们公司的?
- 5) Why do you come here for a job? 你为何到此处来找工作?
- 6) Why did you choose to come here for a job? 你为何选定到此地来谋职?
- 7) What interest you most about this job? 你对这份工作最感兴趣的是什么?
- 8) What do you think you would bring to the job? 你认为你将能为这份工作带来什么?
- 9) Why should I hire you? 我为什么要聘请你?
- 10) Did you choose this company on account of high pay? 你是因为薪水高才选择本公司的吗?
- 11) Why did you choose this corporation? 你为什么选择本公司?
- 12) Why are you interested in working with this company? 你为什么对在这家公司工作有兴趣?
- 13) Why do you have/take/feel interest in applying to our firm? 你为什么对应聘这家公司有兴趣?
- 14) Why are you desirous to get this job/post/position? 为什么你想得到这份工作/这个职位?
- 15) Could you tell me What made you choose this company? 能告诉我你为什么选择这家公司吗?
- 16) Why did you pick this organization? 你为什么选择这家公司?
- 17) What's the reason for your application for this position? 你申请这个职位的原因是什么?
- 18) Have you applied for a similar post to any other companies? 你申请了别的公司的相近职位吗?

19) What was the result of your application to that company? 你申请那家公司的结果如何?

20) Why don't you think you got the job? 你认为为什么你没有得到那份工作?

21) What's the reason why you failed to get the post? 你没有得到那个职位的原因是什么?

22) If you are engaged by both companies, whose offer will you accept? 如果你同时被两家公司雇佣, 你会选择哪家?

23) If you are accepted at both place, which company will you choose? 如果你同时被两家公司雇佣, 你会选择哪家?

**【应聘方】:**

1) I am qualified for this position. 我适合这个职位。

2) am fit for this position. 我适合这个职位。

3) am competent for this position. 我能胜任这个职位。

4) I am equal to this position. 我能胜任这个职位。

5) Because your operations are global, so I feel I can gain the most from working in this kind of environment. 因为你们公司的运作是全球化的, 我觉得在这样一个环境中工作会收获最多。

6) Because I think my major is suitable for this position. 因为我认为我的专业适合这个职位。

7) Because I'm very interested in your company's training program. 因为我对你们公司的培训计划很感兴趣。

6) Your company has a great future and is conducive to the further development of my abilities. 贵公司前途光明, 有助于我个人能力的发展。

8) Working in this company can give me the chance to exert all my strengths. 在贵公司工作能发挥我最大的能力。

9) My major and working experience make me qualified for this position. 我的专业和工作经验使我能胜任这个职位。

10) Your company is very reputed in this city, I heard much praise for your company. 贵公司在这个城市名声很好, 我听了太多对贵公司的好评。

11) One reason that I would like to be employed with your firm is that you are dealing with import and export trade. I would look forward to dealing with oversea companies and at the same time having a chance to use English more. 贵公司主要做进出口贸易是本人欲在贵公司工作的原因之一，我渴望能同外国公司做生意，并借机锻炼英文。

12) The reason for my application for this position is simple: my educational background and professional experience make me qualified for the job. 我申请这个职位的原因很简单：我的教育背景和工作经验使我能够胜任这项工作。

13) I speak fairly good English and I enjoy meeting different kinds of people, so I think I could handle the work of a receptionist. 我能说流利的英语，而且我喜欢接触不同的人，所以我认为我能胜任接待员一职。

14) I hope to have a job which offers me an opportunity for advancement. 我希望有一个提供升级机会的工作。

15) I know that you do a very big international business, so I thought it would be a good place for me to make use of the experience I have had abroad. 我知道贵公司在国际贸易方面生意做得很大，所以我想这里会是运用我在国外取得的经验的好地方。

16) I'm interested in working with your company because I know yours is one of the largest computer companies in our country (province, city). My major in the university was computer programming, so I wish to have the opportunity to apply my knowledge here. 我想对在你们公司工作很有兴趣是因为我知道你们公司是我们国家（省、市）最大的电脑公司。我在大学的专业是电脑编程，因此我希望在这里可以得到运用我所学知识的机会。

17) I think working in this company would give me the best chance to use what I've learned in the university. As you may know from my resume, I majored in life science. People say the prospects for life science are very bright, and your company is a leading one in this field. so I wish to be a member of this company. 我想在这家公司工作能够提供最好的平台让我使用在大学里学到的东西。从我的简历中可以看出，我的专业是生命科学。大家都认为生命科学的前景非常光明，而且你们公司是这个领域的佼佼者。因此我希望能成为公司的一员。

18) Well, I've cherished a desire to get a job where I can use my English, and then I saw your organization's advertisement in "Yangcheng Evening News" for an interpreter. I think your organisation has a great future and I will be able to develop my capabilities here, if hired. That's why I applied to you. 嗯，我想找一份可以运用英语的工作，然后我看到你们在《羊城晚报》上招聘翻译的广告。我认为你们公司的发展前景很不错，并且，如果被雇佣的话，我可以在这里充分施展我的所长。这就是我申请的原因。

19) I was offered a position, but I didn't accept it since the location is too far away from my house. 我被录取了，但是我没有接受，因为工作地点距离我家太远了。

20) My failure is due to the fact that I don't hold a local ID card. 我失败的原因在于我没有当地户口。

21) My domicile isn't in that city and they needed a local resident. That's the sole reason for my failure to get the post. 我的户口不在那个城市，他们需要一个当地人。这是我没有得到那个职位的唯一原因。

22) Of course I'll accept your offer. I want to work for you. 我当然会接受您的要求，我愿意为您工作。

23) Needless to say, my first choice is your company. 不用说，我的第一选择就是你们公司。

24) It's my pleasure to work with you. I'll decline the other offer. 我愿意和您共事，我会拒绝其他 offer 的。

## CONVERSATIONS 会话

(A=Applicant I=Interviewer)

### 【Dialogue 1】:

Watson: What made you choose this company?

Tom: Your company has a very good reputation, not only because your products are of high quality, but also your due to your well-constructed management system. I want to contribute to such an outstanding company which cares not only about the customer' needs, but also about the welfare of employees.

Watson: What do you know about this company?

Tom: I know this is one of the biggest trading companies in the world. It was established in London in 1940, with a total of 40 million US dollars. It employs more than 17,000 staff throughout the world.

Watson: Why do you consider yourself qualified for the job?

Tom: I have the educational background and relevant experience required for the position. Besides, I am a very good team player and have the desire to succeed.

Watson: What interests you most about this job?

Tom: I like to work in a team and enjoy solving problems.

Watson: Have you applied for a similar post to any other companies?

Tom: Yes, I've applied to General Electric China Incorporation but that was just to get experience in being interviewed. It would be hard for me to get employed by such a large company, I am afraid. That's why I want to enter this company.

Watson: What was the result of your application to that company?

Tom: They turned me down.

Watson: Why don't you think you got the job?

Tom: I think the only reason is that I was too nervous during the interview and I couldn't express myself the way I wanted to.

Watson: 你为什么会选择这家公司?

Tom: 你们的公司在业内有很好的声誉，不仅你们的产品质量很好，而且你们的管理也很优秀。我希望能有一家既注重客户需求，又照顾员工福利的公司内尽献所能。

Watson: 对这家公司了解多少?

Tom: 我知道你们是世界上最大的贸易公司之一，于1940年在伦敦成立，总资产达4千万美元，在全球雇用超过17,000名员工。

Watson: 你为什么认为自己适合这份工作?

Tom: 我有相关教育背景和工作经验，有很强的团队合作精神，并且我向往成功。

Watson: 这份工作的哪个方面让你最感兴趣？

Tom: 我喜欢团队合作共同解决问题。

Watson: 你申请了其他公司的相近职位吗？

Tom: 是的，我申请了通用电器（中国）有限公司，然而那不过是为了增加面试经验而已。但恐怕被一家那样的大公司雇佣对我而言是一件很难的事情。这就是为什么我想进入这家公司。

Watson: 你在那家公司的应聘结果如何？

Tom: 他们拒绝了我的要求。

Watson: 你认为为什么自己没有得到那个职位？

Tom: 惟一的原因是我面试时太紧张了，我未能按我想做的方式来表达自己。

### **【Dialogue 2】:**

I: How would you describe your ideal job?

A: I think the job should make use of the professional experience I have obtained, and offer me opportunity for advancement.

I: Why do you think you might like to work for our company?

A: I feel my background and experience are a good fit for this position and I am very interested. What's more, your company is outstanding in this field.

I: What makes you think you would be a success in this position?

A: My graduate school training combined with my experience as an intern should qualify me for this particular job. I am sure I will be successful.

I: How do you know about this company?

A: Your company is very reputed in this city; I heard much praise to your company.

I: Do you want to work here because you can speak English?

A: No, not just because I can speak English. What I really want is the chance to learn some advanced methods of management from foreign staff members.

I: Did you choose this company on account of high pay(or remuneration)?

A: No, not only for high pay(remuneration), but also for a good working environment. As far as I know, working in a sino-foreign joint venture calls for punctuality and responsibility. It is such a working environment that I am looking for.

I: 你理想的工作是什么样的？

A: 我认为应该能发挥我掌握的专业知识，而且能为我提供升职的机会。

I: 那你为什么认为你会喜欢在我们公司工作呢？

A: 我认为我的背景和经验非常适合这个工作，而且我对这个工作也非常感兴趣，况且贵公司又是这个领域的佼佼者。

I: 你怎么知道能胜任这份工作呢？

A: 我在研究所所受的训练，加上实习工作经验，应该使我适合做这份工作。我相信我会成功的。

I: 你是如何知道本公司的？

A: 贵公司在本市很有名，我听到很多对贵公司的好评。

I: 你希望在这里工作是因为你会说英语吗？

A: 不，不只是因为我会讲英语。我真正想要的是能够从外国同事身上学到先进的管理

方法。

I: 你是因为薪水高才选择本公司的吗?

A: 不, 不仅因为高薪, 而且因为良好的工作环境。据我所知, 在中外合资企业里工作需要准时和责任心。这正是我一直想要的工作环境。

**【Dialogue 3】:**

Watson: What's your career objective?

Peter: I hope to lead an energetic and productive sales team.

Watson: What do you consider important when looking for a job?

Peter: I think the most important thing is the nature of the job. One should never do anything one is not interested in. To me, pleasant working conditions with co-operative staff are also important.

Watson: Why are you interested in working in this company?

Peter: My past work experience is closely related to this job. I am confident of doing the job well. Therefore I am desirous to get this position.

Watson: What do you think you would bring to the job?

Peter: My business experience in China, mainly. I know a lot about how the Chinese market works and how business is done there.

I: Have you applied to any other companies?

Peter: Yes, I've also applied to Global Huada Company Ltd., in case I may not be accepted here.

I: What was the result of it?

Peter: I haven't heard the result yet.

I: If you are engaged by both companies, whose offer will you accept?

Peter: of course, I'll accept your offer. I want to work for you.

Watson: 你的职业目标是什么?

Peter: 我希望成为一支有活力及高生产率的销售队伍的主管。

Watson: 你认为找工作什么是最重要的?

Peter: 我认为工作的性质最重要, 千万不要做你没有兴趣的工作。对我而言, 愉悦的工作环境和容易相处的同事也很重要。

Watson: 你为什么会对到这家公司工作感兴趣?

Peter: 我过去的经验同这项工作密切相关, 我有把握把这项工作做好, 因此, 我想得到这份工作。

Watson: 你认为你会为这个工作带来什么?

Peter: 主要是我在中国大陆贸易的经验。我对中国贸易有相当深的认识, 并了解在大陆应如何经商。

Watson: 你还申请了别的公司吗?

Peter: 是的, 我还申请了环球华大有限公司, 以防我在这里不能录用。

Watson: 那边的结果怎么样?

Peter: 还没有消息。

Watson: 如果两家公司都录用你, 你接受哪一家公司?

Peter: 我当然会接受你们的聘用。我想为你工作。

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## **Joke of Today**

### **How to get a seat by the fire**

Mr. Brown came to an inn on a very cold day, and could get no room near the fire.

He called to the hostler to fetch a peck of oysters, and give them to his horse.

"Will your horse eat oysters?" said the hostler.

"Try him, " said Mr. Brown.

Immediately the people ran to see this wonder, and Mr. Brown who alone remained in the room, chose the best seat by the fire and made himself comfortable.