**5. Practice on personality adjectives (Online)**

**Adopted from:**

<http://www.blairenglish.com/exercises/cv_interviews/exercises/describing_yourself2/describing_yourself2.html>

Fill in the blanks with an **appropriate adjective.**

**(*diplomatic, reading people, optimistic, highly motivated, cool-headed, flexible)***

Practice 1:

One of the things that makes me an excellent salesman is that I am very good at (1)**\_\_\_\_\_\_\_\_\_\_\_\_\_**. I have the ability to know how people are feeling or thinking by noticing gestures that they make or by what they say. This helps me a lot in my dealings with existing or potential clients. Another thing that I am very good at, in connection with people, is that I am very (2)\_\_\_\_\_\_\_\_\_. I am very skilled at dealing with people in difficult situations and can avoid upsetting or offending them. This is especially important when you are involved in negotiations.

In addition, I am very (3)\_\_\_\_\_\_\_\_\_\_. I love what I do and I want to do the best that I can. For me, this is something that is fundamental for a sales executive. And another thing that is key for a sales executive to be, is to be (4)\_\_\_\_\_\_\_\_\_. And I am that. This is essential, because who wants to buy a product or service from somebody who seems negative or unsure. I would say nobody.

Also, I am very (5)\_\_\_\_\_\_\_\_\_\_ about when, where or how I work. In business today you have to be able to change when necessary. So, if you told me that I had a meeting the following day in Germany, it would have no problem in going.

And lastly, I am very (6)\_\_\_\_\_\_\_\_\_\_. I always stay focused in difficult or stressful situations and I never panic.'

Practice 2:

***(team player, enthusiastic, creative, committed, ambitious, confident)***

I am very(1)\_\_\_\_\_\_\_. I am always coming up with new and interesting ideas on how to convince people to buy things. This is important in an industry which constantly changes like advertising. Also, as you have already noticed, I am a very(2)\_\_\_\_\_\_\_\_\_ person. I show that I love what I do and want to encourage other people to feel the same.

I am also a (3)\_\_\_\_\_\_\_\_\_\_. When you are doing an advertising project, it is essential that the team works together. If it does not, and people do not get on or are focused too much on themselves, then the project will fail and you all lose.

In addition, I am very (4)\_\_\_\_\_\_\_\_\_\_ to being successful in my career and I will do anything to achieve it. Plus, I am a very (5)\_\_\_\_\_\_\_\_ person. I do not doubt my own abilities and I am always sure that I will be successful with any project that I do.

And lastly, I am (6)\_\_\_\_\_\_\_\_\_\_. I want to have a very successful career in advertising. I have shown this throughout my career. For example, in my current company I started there as an assistant and within four years I was a senior advertising executive.'

<https://www.youtube.com/watch?v=zju0182gkK0>

