

Introduction

This support pack accompanies the video 'You're Hired – episode 04'.

To see the video, go to: <http://learnenglish.britishcouncil.org/en/youre-hired/episode-4>

This support pack contains the following materials:

- a pre-watching vocabulary activity;
- the transcript of the video;
- a comprehension activity;
- some business notes.

Before you watch

Match the words and phrases in the table to their definitions.

1. stepping stone	2. ambition	3. managee	4. motivation
5. CEO	6. position	7. hardware	8. fluent

Definitions:

- an abbreviation of the title of the most important person in a company
- being able to speak a language easily and quickly
- a strong feeling of wanting to be successful in life and achieve great things
- a person who is managed (the opposite of a manager)
- a stage or step that helps achieve a goal
- a level or rank of employment in a company
- the physical parts of a computer
- a feeling of enthusiasm, interest, or commitment that makes somebody want to do something

Transcript

Daniel: Hi there.

Marcia Boardman: Good morning Daniel!

Daniel: Dan, please...

Marcia Boardman: I'm Marcia Boardman – we spoke on the phone – and this is Philip Hart, our CEO.

Philip Hart: Hello!

Daniel: Nice to meet you both.

Philip Hart: So it says here on your CV that you're interested in rock climbing...

Daniel: Yeah... love it!

Philip Hart: Great – so do I! When did you last go climbing?

Daniel: Oh, err, well, it was a while ago now...

Philip Hart: Anywhere interesting?

Daniel: Yeah. I walked up the hill behind my house. Took me about thirty minutes!

Philip Hart: Oh.

Marcia Boardman: OK, erm, Daniel, can you tell us a little bit about your current position?

Daniel: Certainly – as it says in the CV, I'm part of the European Sales team at Networld. We're the world's leading supplier of IT hardware.

Philip Hart: Why do you want to move on?

Daniel: Well, they're too small for me.

Marcia Boardman: Network!?! Network are too small for you?

Daniel: Oh yeah. I'm looking for something much bigger.

Philip Hart: Well, we're not a big company by any means, but we are looking to grow! What first attracted you to WebWare in particular?

Daniel: Well, I see WebWare as kind of like a stepping stone...

Marcia Boardman: Sorry?

Daniel: Yeah, start here gain the necessary experience, then move onto something bigger.

Philip Hart: OK... well, I do admire your ambition!

Daniel: Thanks – I've got lots of it!

Marcia Boardman: Let's move on to managing people. Can you give an example of a time when you had to deal with a particularly difficult managee?

Daniel: Sure – well I think that's one of my strong points actually. A couple of years ago, I was working with a guy, he wasn't pulling his weight, basically being lazy – so I told him to get out.

Marcia Boardman: Oh, you didn't give him a performance review, or a warning, or perhaps try to help develop his motivation?

Daniel: No, no, no. None of that rubbish. If someone's not working hard enough, then they're out! That's the way I work. I'm a hard man.

Marcia Boardman: I see.

Philip Hart: How would you handle a rapidly changing market?

Daniel: Basically not change anything at all! Just continue on as normal regardless!

Marcia Boardman: According to your CV you are fluent in Mandarin...

Daniel: Well, I wouldn't say 'fluent' exactly... but, I like Chinese food a lot – so I can read the menu!

Philip Hart: So you can't actually speak the language?

Daniel: Erm, no.

Marcia Boardman: Can you tell us about a time you had to close a particularly challenging deal.

Daniel: I haven't had one. They're all easy for me. I close deals all the time!

Marcia Boardman: OK – well do you have any questions for us?

Daniel: No.

Philip Hart: Oh. OK. Erm. Thanks.

Marcia Boardman: Let's move on to the presentation...

Comprehension Task

True or false

Read the following statements and decide if they are true or false.

1. Daniel is an enthusiastic rock climber.
2. Daniel thinks that he should be working in a bigger company than Network.
3. Daniel expects to work at Webware for a long time.
4. Marcia is impressed by Daniel's loyalty.
5. Marcia is not impressed with Daniel's management skills.
6. Daniel is fluent in Mandarin.

Answers

Before you watch: 1 - e, 2 - c, 3 - d, 4 - h, 5 - a, 6 - f, 7 - g, 8 - b
Comprehension Task: 1. False 2. True 3. False 4. False 5. True 6. False