

Daniel's interview doesn't go too well. What mistakes does he make?

Tasks

Do the preparation task first. Then watch the video and do the tasks. You can read the transcript at any time.

Preparation task

Match the definitions (a–h) with the vocabulary (1–8).

Vocabulary

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

Definitions

- a. chief executive officer; the highest-level manager in a company
- b. able to speak a language easily and quickly
- c. a strong feeling of wanting to be a successful in life and achieve great things
- d. a person who is managed by a manager
- e. a stage or step that helps achieve a goal
- f. a level or rank of employment in a company
- g. the physical parts of a computer
- h. a feeling of enthusiasm, interest or commitment that makes somebody want to do something

Task 1

Are the sentences true or false?

	Answer	
1. Daniel's rock climbing experience is impressive.	True	False
2. Daniel thinks that he should be working in a bigger company than Network.	True	False
3. Daniel expects to work at WebWare for a long time.	True	False
4. Marcia is impressed by Daniel's person management skills.	True	False
5. Daniel has good ideas about how to handle a rapidly changing situation in the market.	True	False
6. Daniel speaks Mandarin Chinese well.	True	False
7. Daniel thinks that closing deals is very easy.	True	False
8. Daniel's interview performance is good overall.	True	False

Task 2

Put the tips in the correct groups.

ask questions	highlight your strengths	criticise your current job or colleagues strongly	say things that are untrue	show your interest in the company and the job
develop your answers with details and explanations	mention plans to quit this company	show negative qualities (e.g. carelessness or arrogance)	give short answers that lack details	give examples of things you've done in your career

Do	Don't

Discussion

What were Daniel's good and bad points? What should he do to improve his interview performance?

Transcript

Daniel: Hi there!

Marcia: Good morning, Daniel!

Daniel: Oh, Dan, please.

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

Philip: Hello!

Daniel: Nice to meet you both.

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

Daniel: Yeah, I love it!

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

Daniel: Er, well, it was a while ago, now.

Philip: Anywhere interesting?

Daniel: Yeah, I walked up the hill behind my house. Took me about 30 minutes!

Philip: Oh.

Marcia: 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: Why do you want to move on?

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

Marcia: Networld are too small for you?

Daniel: Yeah, I'm looking for something much bigger.

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

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

Marcia: Sorry?

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

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

Daniel: Thanks. I've got lots of it!

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

Daniel: No, 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: I see.

Philip: Erm, how would you handle a rapidly changing market?

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

Marcia: Erm, 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: So you can't actually speak the language?

Daniel: Er, no.

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

Daniel: No.

Philip: Oh. OK. Erm, thanks.

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

Answers

Preparation task

1. e
2. b
3. d
4. h
5. c
6. f
7. a
8. g

Task 1

1. False
2. True
3. False
4. False
5. False
6. False
7. True
8. False

Task 2

Do	Don't
give examples of things you've done in your career highlight your strengths develop your answers with details and explanations show your interest in the company and the job ask questions	mention plans to quit this company criticise your current job or colleagues strongly give short answers that lack details show negative qualities (e.g. carelessness or arrogance) say things that are untrue