

Philip and Marcia discuss the two candidates. Who will get the job?

## 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. .... references
2. .... convincing
3. .... a rejection (letter)
4. .... on paper
5. .... counterfactual
6. .... vague
7. .... arrogant
8. .... self-assured

#### Definitions

- a. in a piece of writing; in theory (and not in reality)
- b. untrue or inaccurate
- c. letters or statements about a job applicant from their previous employers
- d. believing that you are better or more important than other people
- e. unclear; lacking detail
- f. able to persuade somebody that what you think is true
- g. relaxed; feeling or showing confidence in your own abilities
- h. a letter to tell a job applicant that they have not got the job

### Task 1

Circle the correct option to complete the sentences.

1. Philip and Marcia's first impressions of Daniel were \_\_\_\_\_.  
a. very bad                      b. very good                      c. accurate
2. Some information on Daniel's CV was \_\_\_\_\_.  
a. missing                      b. not up to date                      c. untrue
3. Daniel seemed \_\_\_\_\_.  
a. as if he would fit in well with the company      b. confident and stylish      c. overconfident and arrogant

4. Daniel's answers lacked \_\_\_\_.
- a. detail                                      b. confidence                                      c. body language
5. Sarah was \_\_\_\_.
- a. arrogant and vague                      b. worried that she didn't have enough experience                      c. convincing and self-assured
6. \_\_\_\_ showed that he/she/they had researched the company.
- a. Daniel                                      b. Sarah                                      c. Both Sarah and Daniel
7. Philip \_\_\_\_ Sarah has enough experience for the job.
- a. doubts whether                      b. is completely confident that                      c. has no idea whether
8. Philip and Marcia \_\_\_\_ for the job.
- a. definitely prefer Sarah over Daniel                      b. just prefer Sarah over Daniel                      c. just prefer Daniel over Sarah

## Task 2

Put the adjectives in the correct groups.

self-assured	dishonest	well-prepared	overconfident	convincing
arrogant	underprepared	unconfident	confident	honest

Positive	Negative

## Discussion

Do you agree with Philip and Marcia's decision?

## Transcript

**Philip:** So, what did you think?

**Marcia:** Well, between Sarah Timms and Daniel Watson, I think the choice is pretty obvious!

**Philip:** Yes, so do I. Watson looked so good on paper ...

**Marcia:** But he seemed very good when I first spoke to him too.

**Philip:** First impressions often lie!

**Marcia:** Indeed. I think a lot of his CV was – how shall we say? Counterfactual.

**Philip:** Yes. It just wasn't true. You should never lie on your CV!

**Marcia:** He had very good references, though. Very strange.

**Philip:** I guess some people just like that sort of style, but he wouldn't fit in with us. I mean, it's important to be confident but he was overconfident.

**Marcia:** I couldn't agree more. His body language was all wrong. He came across as arrogant.

**Philip:** Then he gave very vague answers – no specific details of what exactly he'd done in his job.

**Marcia:** Whereas Sarah Timms ...

**Philip:** ... knew exactly what she was talking about.

**Marcia:** Yes, she was very convincing, self-assured, but not arrogant.

**Philip:** She'd clearly done some research on the company and knew what she was talking about.

**Marcia:** Oh, I thought her presentation was excellent.

**Philip:** Yes, it was. But I am a little worried about how much experience she has.

**Marcia:** Yes, true, but she seems very ready to take on the challenges the role would offer her.

**Philip:** So, who do we give the job to?

**Marcia:** Sarah!

**Philip:** Yes, I agree entirely!

**Marcia:** Great! I'll phone her straight away offering the post and I'll write a rejection to Mr Watson.

**Philip:** OK.

## Answers

### Preparation task

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

### Task 1

1. b
2. c
3. c
4. a
5. c
6. b
7. a
8. a

### Task 2

Positive	Negative
convincing	arrogant
self-assured	unconfident
confident	overconfident
well-prepared	underprepared
honest	dishonest