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).

<table>
<thead>
<tr>
<th>Vocabulary</th>
<th>Definitions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. ...... references</td>
<td>a. in a piece of writing; in theory (and not in reality)</td>
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<tr>
<td>2. ...... convincing</td>
<td>b. untrue or inaccurate</td>
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<tr>
<td>3. ...... a rejection (letter)</td>
<td>c. letters or statements about a job applicant from their previous employers</td>
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<td>4. ...... on paper</td>
<td>d. believing that you are better or more important than other people</td>
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<td>5. ...... counterfactual</td>
<td>e. unclear; lacking detail</td>
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<td>6. ...... vague</td>
<td>f. able to persuade somebody that what you think is true</td>
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<td>7. ...... arrogant</td>
<td>g. relaxed; feeling or showing confidence in your own abilities</td>
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<tr>
<td>8. ...... self-assured</td>
<td>h. a letter to tell a job applicant that they have not got the job</td>
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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.

<table>
<thead>
<tr>
<th>self-assured</th>
<th>dishonest</th>
<th>well-prepared</th>
<th>overconfident</th>
<th>convincing</th>
</tr>
</thead>
<tbody>
<tr>
<td>arrogant</td>
<td>underprepared</td>
<td>unconfident</td>
<td>confident</td>
<td>honest</td>
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<th>Positive</th>
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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

<table>
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