



Unit 32 Talking your way into a job

Task 12

Announcer: Listen to Lukas' job interview.

Mr Tailor: Good morning, Mr Polkron. We spoke on the telephone, didn't we? Did you find our offices easily?

Lukas: Yes. Good morning, Mr Tailor. The map on your website was very clear and I gave myself plenty of time.

Mr Tailor: Now, let me see. You come from Salzburg and did an apprenticeship in Hutterer Dach and Spengler, there. They're a roofing and terrace specialist. Do you know anything about us?

Lukas: I know that HIFP Contractors Inc. is a large International company that fabricates, installs and assembles sheet metal articles and equipment. I had a look at your website.

Mr Tailor: Good. We are also looking to expand our operational base in Austria and Germany, as our product lines are already popular in those countries, particularly with many US based building projects. Do you think you could work with our products and speak to our business partners in English?

Lukas: Definitely. This is what I was mainly doing during my traineeship. I also enjoy speaking English. I've been to the US several times and would very much like to work for a US company such as HIFP Inc.

Mr Tailor: You would be performing journey-level sheet metal installations, fabrication, assembly and repair work. You would also be involved in supervising and coordinating the activities of work crews that we engage as well as enforcing our strict safety regulations.

Lukas: That sounds just right for me. I like to have a lot of contact with people and I'm always very careful about safety matters.

Mr Tailor: So why exactly do you want to work for us?

Lukas: Firstly, from your website, I'm impressed with the quality of your products. I'm **confident** I can contribute to the further success of your company when opening in Austria due to my experience in this field over the last 3-4 years.

Mr Tailor: How would your boss describe your work?

Lukas: Well, he might say I have the **right attitude** with clients and I'm very **diligent** about my clients' specialist projects and their needs.

Mr Tailor: What are your greatest strengths?



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- Lukas: My main strength is I truly enjoy working with people, so I'm able to stay friendly and patient, even when clients keep changing their minds about a project. I'm also **motivated** to learn everything there is to learn as quickly as possible. I'm sure I will be totally **confident**, when talking to clients about your products and doing project planning with them.
- Mr Tailor: What about your weaknesses? Which is the worst one?
- Lukas: Punctuality, but I have managed to overcome it! I used to be late all the time, so now I set all my clocks and watches too fast at odd minutes (7, 9, 11 min), so that now I'm never late.
- Mr Tailor: That's an interesting idea! So, Mr Polkron, where do you see yourself in five years' time?
- Lukas: As I have recently completed my training, I'm really **enthusiastic** about using those skills to gradually take on more responsibility and challenges. Eventually, I'd like to be a manager.
- Mr Tailor: Excellent. Are there any questions you would like to ask me?
- Lukas: Well, what are the next steps in the recruiting process? Could you please tell me when you expect to make a decision?
- Mr Tailor: The next stage in our process is to finish all our interviews and consider each applicant carefully. You will hear from us within a week or so.
- Lukas: Thank you. It has been a real pleasure meeting you and I'm now **more enthusiastic** than ever about working with your company.
- Mr Tailor: Fine. It was a pleasure meeting you, too. You will be hearing from us soon. Goodbye.
- Lukas: Goodbye.