

# READING

*Bob and Darren work together. They are talking about interviews for a new sales manager position at their company.*



**Bob:**

We need to make a decision on who we are going to hire for the new salesperson position.

**Darren:**

I know. There are a lot of good applicants. So far we have interviewed 10 people and have looked at over 50 resumes.

**Bob:**

Well, let's take a look at some of the best and make a decision.

**Darren:**

OK, the first person is Phil. He has worked as a salesperson for 10 years in both The United States and Canada. Also, he has been the manager of the sales department of a large auto-parts company.

**Bob:**

Sounds interesting, but has he ever worked in the food sales industry?

**Darren:**

No he hasn't.

**Bob:**

That might be a problem. We need someone with food experience.

**Darren:**

OK, what about Karen? She has worked in the food industry for 6 years. She has been a manager of a major supermarket and worked in marketing for a large meat company.

**Bob:**

OK. Has she worked in international sales before?

**Darren:**

No, she has never worked in international sales.

**Bob:**

Well, that could be a problem. This job will require a lot of international experience. I think we need someone who has worked in an international environment

**Darren:**

Well what about Larry? We haven't met him yet but his resume looks good. He has been a salesperson in the food industry for 13 years. He has worked in The United States, Canada and Mexico. In the past 4 years he has learned to speak Spanish and French.

**Bob:**

Wow, sounds great!

**Darren:**

The problem is we still haven't had an interview with him. I have called him many times, but I haven't been able to reach him.

**Bob:**

Well, why don't you send him an email? Perhaps he will respond that way.

**Darren:**

OK, I will try that. I will let you know.

**Bob:**

Great, thanks.

## QUESTIONS:

**1. How many people have you interviewed?**

- a) 5
- b) 50
- c) 10

**2. Who has worked in the food industry?**

- a) Phil has already worked in the food industry.
- b) Karen and Larry have worked in the food industry.

- c) Only Karen has worked in the food industry.

**3. Who has worked for 10 years in the United States and Canada and has been a manager?**

- a) Karen has been a manager of the sales department auto-parts company for 10 years.
- b) Larry has worked in the United States and Canada for 10 years.
- c) Phillips has worked for 10 years in the United States and Canada and has been a manager.

**4. Who have they not met?**

- a) Phil has not been interviewed.
- b) Larry has not been interviewed.
- c) Karen has not been interviewed.

**5. Why hasn't Larry been interviewed?**

- a) They have not been able to reach him by phone.
- b) They have not been able to contact you by email.
- c) They haven't looked at his resume yet.

**6. What is Bob's proposal for Darren to communicate with Larry?**

- a) Bob has said that he insists on calling him.
- b) Bob said to look for him at home.
- c) Bob has said that he sends an email to Larry.