

# Listening: Networking

ask you a few questions    been nice talking    could I just ask    for your time  
how are you    in charge of    in touch with    really    see    sounds    tell me more

1) Complete the questions and phrases from the two conversations from Exercise 3 with the words and phrases below. Then listen again to check your answers.

1. Can you put me \_\_\_\_\_ the person \_\_\_\_\_ your marketing projects?
2. Can you \_\_\_\_\_ about that?
3. I'd like to \_\_\_\_\_, if possible.
4. Good morning. \_\_\_\_\_ enjoying the fair?
5. It's \_\_\_\_\_ to you.
6. That \_\_\_\_\_ interesting.
7. I \_\_\_\_\_, wonderful.
8. Sorry, \_\_\_\_\_ you a few questions about Travelogue?
9. Thank you \_\_\_\_\_, Ben. I really appreciate it.
10. Oh, \_\_\_\_\_?

2) Put the phrases from the previous exercise into the correct category below.

| Starting a conversation | Showing interest | Closing a conversation |
|-------------------------|------------------|------------------------|
|                         |                  |                        |

3) Listen again and complete the statements about the careers event that Ben attended.

1. Ben is the \_\_\_\_\_ Manager.
2. Jamie studied \_\_\_\_\_ with a specialism in \_\_\_\_\_ at \_\_\_\_\_ University.
3. During his internship Jamie helped develop a marketing plan to \_\_\_\_\_ UK \_\_\_\_\_ for a village in Spain.
4. Jamie gave Ben his \_\_\_\_\_.
5. Jamie asked Ben to put him in touch with the person in \_\_\_\_\_ of \_\_\_\_\_ projects.

**4) Ella is chatting with another recruiter at the careers event, Marek. Complete their conversation with the expressions below.**

Could you put me in contact - do you have a few minutes to talk about - I really appreciate your time - Oh, really - That sounds very interesting - Uh-huh - very nice to have met you - Yes, definitely

**Ella:** Excuse me, \_\_\_\_\_ your company? I'm a graduate in marketing.

**Marek:** Yes, of course. We're a small, family-run business specializing in eco-tourism.

**Ella:** \_\_\_\_\_.

**Marek:** Yes, we are currently trying to expand out market into South-East Asia.

**Ella:** \_\_\_\_\_.

**Marek:** We're not a big team and we're looking for new graduates to help market this side of the project.

**Ella:** \_\_\_\_\_?

**Marek:** Is that something that would interest you?

**Ella:** \_\_\_\_\_.

**Marek:** OK. Let me give you some brochures and I would suggest you take a look at our website for more information about our current projects in the region.

**Ella:** \_\_\_\_\_ the person responsible for the marketing department?

**Marek:** Yes, of course. Do you have a business card?

**Ella:** No, but maybe I can give you my CV instead. My email address is just here at the top.

**Marek:** Thanks, Ella. I'm Marek. Nice to meet you.

**Ella:** Thank you, Marek. I look forward to hearing from you,\_\_\_\_\_.

Thanks and\_\_\_\_\_.