

Notes By Green Country
B1_2 Lesson 4



Task 1a. Before watching the video, discuss the meaning of these words

- Pharmaceutical sales rep (representative)
- Drug
- Insulin pump
- Convince
- Physician
- prescribe



Task 1b. Watch the first part of the video and fill out the gaps with the missing words.

Interviewer: Why do you think you'd make a good Pharmaceutical sales rep?

Penny: Well, I'm a _____. People like me. So, my favourite people are people. Really, I'm saying people a lot. People. People. Ok I got that.

Interviewer: Are you sure?

Penny: People. Yes.

Interviewer: Good. So how do you feel your previous _____ has prepared you for a _____ like this?

Penny: Well, as a waitress, sales was a big part of my job. I mean, believe me, I _____ a lot of very large customers, who should not be eating cheesecake to have more cheesecake. I mean, one of these chopsters even had an insulin pump.

Interviewer: I have an _____.

Penny: People.

Interviewer: Ok, let's imagine a physician was prescribing one of our competitor's drugs, how would you convince them to switch to ours?

Penny: Any chance his car is being washed by a girl in a bikini?.. Ok, I'm really sorry for _____ your time.....

Task 2. Watch once more and answer this question.

Question	Answer
How did Penny <u>dress up</u> for an interview?	
How did she <u>come across as</u> in the beginning of the interview?	
What weird way of convincing doctors to buy their drugs did she <u>come up with</u> ?	
What did they <u>find out</u> about Bernadette during this interview?	
Did the interviewer <u>put anything down</u> ?	