



# UNIT 12.1

## FURTHER PRACTICE



1. David Foster works in the HR department of Waldecker Travel. He is interviewing 2 people for a job. Listen to interview 1 and answer the questions.

1.1. What city and country is the job in?

1.2. What department is the job in?

1.3. What is the job title?

1.4. Has Ben prepared for the interview? Give reasons for your answer.

2. Listen to interview 2. Match the question a-g above with the candidate's responses below. Listen again and check.

2.1. .... Yes, I was in Thailand for 6 months.

2.2 ..... Yes, I have. I studied Marketing at university and I worked for an advertising company for a year.

2.3. ..... I work in Sales and I've managed teams and projects.

2.4. ..... Oh, yes, it's what I enjoy most about my job.

2.5. ..... I've worked in Sales for 3 years.

2.6. ..... I play golf and tennis.

2.7. ..... I really want to work in marketing. This is a great opportunity for my career and I think I have the right skills for the job.

4. Complete the text with these words.

management

market

trade

competitor

export

investment

domestic

training

Franklin Wade sell electrical equipment to different countries around the world. They have been an (1)..... company since 2002. They (2).....with Japan, the USA and Brazil, and they don't sell any goods in the (3) ..... market. Franklin Wade's main (4) ..... is Drengard, a Danish company. Franklin Wade hope to be the (5) ..... leader soon. They are (6) ..... their staff to use a new computer system. The (7) ..... think that it is a good (8) ..... for the company.



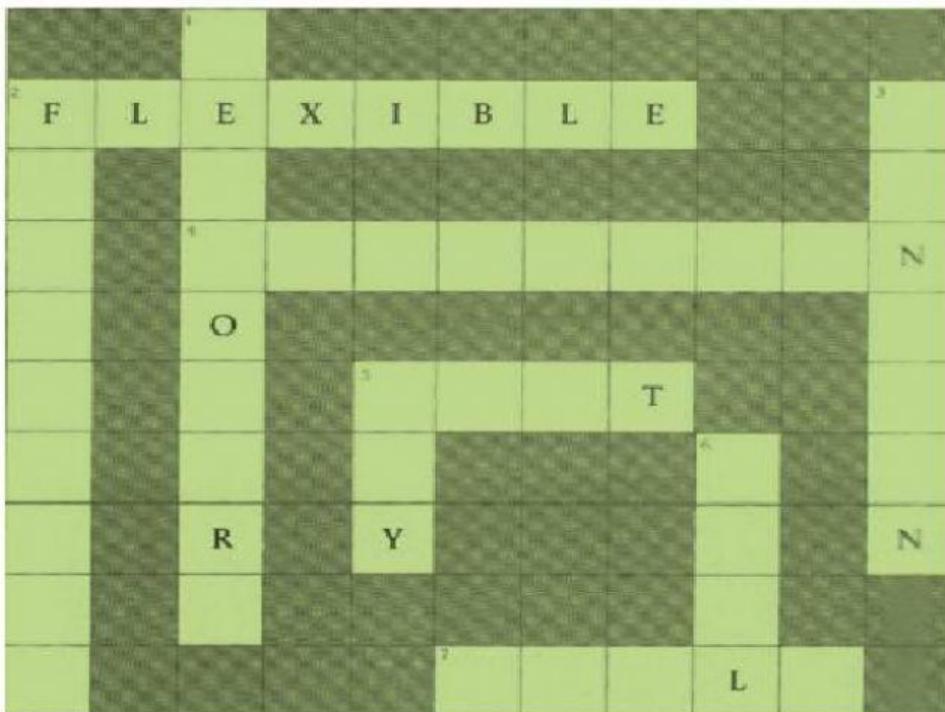


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### 3. Use the clues to complete the crossword



#### Across

2. A person working ..... hours chooses the times when they work.
4. This gives you a better job in the same company.
5. A ..... time employee works a few days or hours a week.
7. You usually write a letter to ..... for a job.

#### Down

1. A ..... worker has a job for a short period of time.
2. ..... workers are not employed by a company. They choose the contracts they work on.
3. The money you receive when you stop work (usually at 60 or 65).
5. The money you get for your job.
6. A ..... time employee usually works 35 to 40 hours a week.





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5. Choose the correct option a-c to complete the sentences.

1. Federico finished work when he was 65, so he's ..... now.  
a. professional      b. retired      c. manual
2. My company has ..... hour, so I can choose when I start and finish work.  
a. voluntary      b. permanent      c. flexible
3. Kate and Alex have ..... jobs. They work 3 days a week.  
a. part-time      b. full-time      c. pension
4. You have worked hard on this project and we want to give you a .....  
a. freelance      b. temporary      c. promotion
5. I trained to use the equipment – it's a ..... jobs.  
a. administrative      b. skilled      c. managerial
6. We did a lot of market ..... before we designed the new product.  
a. share      b. research      c. leader

**THE END!**

