

Narrator: Hello! Welcome back to the offices of Tip Top Trading, where Anna's interview for a sales job continues. When we last said goodbye, Tip Top boss Paul had asked Anna why she wanted the job. First she said:

Anna: Errr... mmmmm...

Narrator: Since then, she's added:

Anna: Mmmm... errr...

Narrator: And as we join her again, Anna is saying:

Anna: Well, errrr... I'm errr.

Narrator: Come on, Anna! If you can't think of the word you need, find another way of saying it.

Anna: I am... Well, I really, really want this job and I am willing to work very hard if I get it.

Paul: So you're very motivated, then?

Anna: Motivated! Yes, that's it. I am really motivated.

Paul: Good! Why?

Narrator: Now over to you Anna; structure your answer! Say, 'firstly', then give your first reason, 'secondly' and then a second reason. Then say, 'above all' and give a really, really good, enthusiastic final reason! Go for it: firstly!

Anna: Firstly!

Paul: Firstly...?

Anna: Firstly, this job is an ideal match for my skills and experience: I've spent several years working in sales and I get on with people easily. Well, I mean, apart from the ones I don't like, of course. Secondly, I know Tip Top Trading is one of the fastest-growing companies in London, and I want to be part of that.

Paul: That's absolutely right. Tip Top Trading is the fastest-growing company in the plastic fruit sector. But enough about the company; this is all about you, Annabel.

- Anna:** Anna.
- Paul:** Sorry, Anna. Where were we?
- Anna:** Well, I said that firstly, this job is an ideal match for my skills and experience, secondly, the company is growing fast... and... and... above all... the reason I want this job is...
- Paul:** Yes? (*knock on the door*) Denise! Is everything alright?
- Denise:** No Paul, it's not. Everything is not OK!
- Paul:** You look pale. Here, sit down, drink what's left of my tea.
- Denise:** Oh, thank you! Oh... what are those bits floating in it?
- Paul:** Oh they're just lumps of soggy biscuit. In fact, if I can just... get that bit out... with my finger... for you... Mmm, delicious! Now, tell me what happened.
- Denise:** Well, it's terrible...
- Narrator:** Oh dear! Just as Anna was doing really well, it looks like her interview has come to a sudden end. What's happened? Join us next time to find out. But before we go, here's a reminder of how Anna structured her response:

*Firstly, this job is an ideal match for my skills and experience
Secondly, I know Tip Top Trading is one of the fastest-growing companies
in London and... above all... the reason I want this job is...*

Anna couldn't remember the word 'motivated', so she just found another way of saying what she meant.

I really, really want the job and I am willing to work very hard if I get it.

Nice work, Anna! Let's hope you get the chance to finish your interview next week!

- **Listening comprehension question**

What word is Anna struggling to remember that means being very enthusiastic and wanting very much to succeed?

Motivated