

04

Networking

A gossip talks about others, a bore talks about himself – and a brilliant conversationalist talks about you.

Anonymous

Do you enjoy networking?


Learning objectives: Unit 4

People skills Making conversation with new people; Roleplay: Networking; Talking about other people

Listening Conversations with new people

1 Discuss the questions with a partner.

- a When you meet someone for the first time and you are speaking your own language, how do you 'break the ice'?
- b Are there any subjects which you would definitely avoid?

2  **1.17** Rick Van Looy and Florent Rondele meet in a hotel bar after dinner. Listen to Conversation 1 and answer the questions.

- a What does Florent do?
- b What does Rick do?
- c Do they know each other?

3  **1.18** Now listen to Conversation 2 and answer the questions.

- a Where are the speakers?
- b One of the speakers asks 'Does this belong to you?' What do you think 'this' is?
- c Where are the speakers going?
- d Why?

4  **1.17-1.18** Complete the questions from the conversations in the table below and then listen again to check your answers.

	Question words	Auxiliary	Subject	Verb	
a		Do	you	mind	if I join you?
b		Are	you		from around here, then?
c	What	_____	_____		do?
d		_____	you	_____	sports equipment?
e	How many stores	_____	_____	got?	
f	What line of business	_____	_____		in?
g		Do	_____	know	it?
h		Are	you	_____	a store here, then?
i		_____	you	_____	something to drink?
j		Does	_____	belong	_____?
k		_____	you	_____	the time?
l		Do	_____	_____	soon?
m		Do	_____	_____	Bangkok?
n		_____	this	_____	your first trip there?

5 Write questions for the answers in bold. Use the table in 4 to help you.

- a Who do you work for? **IBM.**
- b _____ **Berlin.** Our offices are in the city centre.
- c _____ **In the Royal.** It's a great hotel.
- d _____ **No,** only French.
- e _____ **He's talking to a client.**
- f _____ **I'm an accountant.**
- g _____ **Yes,** two boys aged seven and ten.
- h _____ **Portugal.** I was born in Lisbon.
- i _____ **Yes,** I am – in fact, this is my wife, Yuki.
- j _____ **No,** I don't. There's no golf course near where I live. I play squash.
- k _____ **Yes.** I met her last year at a conference in Vienna.

Answers on page 130.



6 Your company has sent you to an international meeting. It starts in five minutes. You don't know the person sitting next to you. Use the chart below and the questions in 5 to make conversation with a partner and to find out about them.

Question word	Auxiliary	Subject	Verb	
Where			live	here?
What	do	you	work	English?
How	does	your company	do	at the moment?
Why	are	he	doing	any other languages?
When	has	she	have	your job?
How many employees	have	they	got	this book?
			like	any children?
			go	to work?
			travel	much in your work?
			studying	
			speak	

Talking about other people

1 **1.19** Look at the conversation below. Put the lines in the correct order. Then listen and check your answers.

- What's he like?
- Yes, isn't he Director of Business Development at Pepsico in Europe?
- Do you know Jan Nowacki?
- The National Bank of Poland, that's interesting. Do you have any contact with him in your work?
- Not any longer. Now he's the Public Relations Manager at the National Bank of Poland.
- He's a nice guy. You'd like him.
- Not really, but I occasionally play golf with him.

2 Match parts of the conversation in 1 with the phrases below.

- a** Have you ever met Do you know
- b** doesn't he work for _____
- c** I don't anymore. _____
- d** What do you think of him? _____
- e** You'd get on well. _____

3 Look at the table below, which shows the jobs five people did before and what they do now. One of them is retired. Work with a partner. Using the conversation in 1 as a model, have conversations about the people. Add comments about them using the Useful language box.

Name	Before		Now	
	Position	Company	Position	Company
Pedro Amado	Managing Director	Edwards Shipping	Sales Director	Iberica Electric
Martina Ferlan	Managing Director	Health Group	President	Biological Co.
Frank Mangliochetti	Vice-President Finance	Dynamica	Chairman & CEO	Medical Plans
Cathy Cheung	Marketing Executive	Deltaco Dental Care	Marketing Manager	Deltaco Dental Care
Dennis Sexton	President	SpeedTrackSystems		

4 Now think about some people you know and have similar conversations about them.

Useful language: Describing people

- He's/She's a nice person.
- He's/She's an interesting person.
- He's/She's quite reserved.
- He's/She's a good laugh.
- He's/She's a bit arrogant.
- He's/She's a bit dull.
- He/She always has the latest gossip.