



- 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? (*mnock on the door*) Denise! Is everything all right?

**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