

Confirmation

Interviewee: May I come in? #00:00:07-0#

Interviewer: Please do #00:00:10-6#

Interviewee: Good morning sir, my name is Marry Wang. I come for an interview as requested. #00:00:10-3#

Interviewer: Nice to meet you, Ms Wang. I am Harry White, the director of the HR department. I was expecting you. Please tal

Interviewee: Thank you. #00:00:23-3#

Interviewer: Well, Ms. Wang. You're applying for the sales manager, right? How did you know about our company? #00:00:31

Interviewee: I got to know the name of P&G from such **famous** brands as Rejoice, Head & Shoulders and Pantene. Also in th

Interviewer: Really? That's great! Then you must know something about our company. #00:00:51-5#

Interviewee: Yes, a little. P & G is a **famous** company. Your cosmetics and skin products are **very popular** with all women

Interviewer: That's right! Ms. Wang, can you tell me which university you attended? #00:01:04-0#

Interviewee: Sun Yat-sen. #00:01:06-6#

Interviewer: And what degree have you got? #00:01:08-2#

Interviewee: I had a bachelor degree in business administration. #00:01:11-6#

Interviewer: How is your English? You know, some staff members in our company are Americans, so conversational English i

Interviewee: I pass TEM 8 at college and I am **good** at oral English. I think I can communicate with Americans quite well. #0

Interviewer: Good! I know you now are with United Butter. What's your chief responsibility there? #00:01:35-8#

Interviewee: I worked for five years ever since I graduated from colledge. Two years ago, I was appointed brand manager, res

Interviewer: Why do you want to change your job? #00:01:48-2#

Interviewee: I want to change my working environment, seeking new challenges and broad my experience. That's why I want

Interviewer: What do you think is the most important qualification for sales person? #00:01:58-9#

Interviewee: I think it's self confidence and quality products. #00:02:04-2#

Interviewer: I agree with you. What salary would you expect to get here? #00:02:09-4#

Interviewee: Well, I would leave it to you to decide after you consider my abilities. My current annual in United Butter is 1150

Interviewer: You will be in charge of all the sales activities for all P & G hair products in northeast China. This involves marke

Interviewee: Yes, only one. When can I have your decision? #00:02:49-2#

Interviewer: I need to discuss with other board members. We'll notify you of our decision as soon as possible. But to be hones

Interviewee: That's good! Thank you, Mr. White. I look forward to hearing from you. Goodbye! #00:03:11-4#

Interviewee: Goodbye! #00:03:12-4#

Warm-up

appreciation_interpersonal meaning
graduation_interpersonal meaning
acknowledgement_positive politeness

Information Exchange

Personal particulars

appreciation_interpersonal meaning
graduation_interpersonal meaning

acknowledgement_positive politeness

Previous job

Professional knowledge

Job at target position & expectations

Wrap-up

appreciation_interpersonal meaning
graduation_interpersonal meaning
acknowledgement_positive politeness

ke a seat. #00:00:19-5#

l-8#

the summer of 1997 and 1998 I worked as a sales girl for P & G in Guang Zhou. #00:00:46-0#

all over the world. #00:01:00-0#

is very important. #00:01:19-4#

00:01:27-3#

possible for biscuits. #00:01:45-9#

to move to sales. #00:01:57-9#

000, but could you tell me a little about what the job entails? #00:02:23-0#

et analysis, client service and development, sales promotions and regular customer satisfaction surveys. You would report directly to the regional sales director. Do you have other questions? #00:02:46-4#

t, you seem to be a **good** candidate with so **wide** kinds of experience and personality. #00:03:06-4#