

we put faith in the future

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Networking

04

**People skills:
Networking**

p26

Making conversation with new people

Roleplay Networking

Talking about other people

Listening


Conversations with new people

Speaking

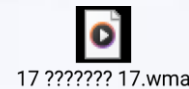
- 1** Discuss the questions with a partner.
- a** When you meet someone for the first time and you are speaking your own language, how do you 'break the ice'?
- b** Are there any subjects which you would definitely avoid?



Listening

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

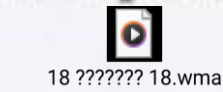
- a** What does Florent do?
- b** What does Rick do?
- c** Do they know each other?



17 ????????.wma

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?



18 ????????.wma



Listening

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?



17 ????????.wma



18 ????????.wma

I'm in marketing. I work for a retail company. We deal mainly in leisure goods.

Do you mean sports equipment?

Nearly 50 in total.

How many stores have you got?

A: Erm, yeah, thanks.

B: Come on, then. There's a table free over there.

Do you fancy something to drink?



Practice

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

a Who do you work for?

IBM. **International Business Machines Corporation**

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.

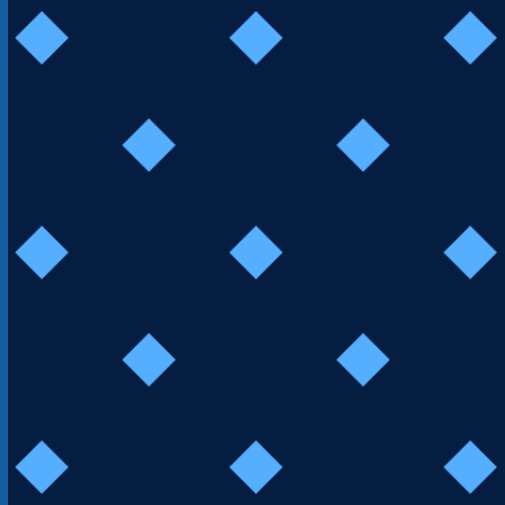
Answer key



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

Feedback






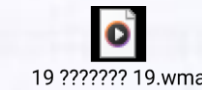
Break time

30 minutes

Solve the puzzle

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.



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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. _____

Feedback