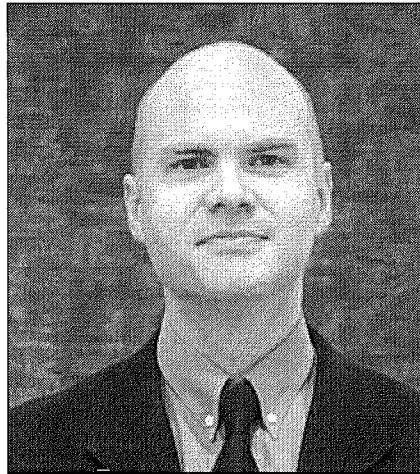


## Activity 3

### Networking introduction



Watch *Networking – Introduction* or listen to CD Track 16. Listen to what the narrator says and answer the questions.

1. What is getting a job by networking?

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2. Apart from friends and family, who else could be part of your job network?

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*Discuss in groups and take notes.*

3. Are there any other members of the community who could help you get a job? (Anyone the narrator hasn't mentioned?)

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4. What do you think are the advantages of networking?

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5. Have you ever got a job through networking? Tell your group about your experience.

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## Activity 4

### Networking conversations



Watch *Networking - Networking conversation 1* or listen to CD Track 17.  
In small groups and with your class, discuss the following questions.

1. What mistakes does Sam make in this encounter?

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2. Is Paul likely to offer Sam a job? \_\_\_\_\_

Why/ Why not? \_\_\_\_\_

3. How could this encounter be improved? \_\_\_\_\_

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Watch *Networking - Networking conversation 2* or listen to CD Track 18.  
In small groups and with your class, discuss the following questions.

4. How is this encounter an improvement on the first Networking conversation?

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5. What have you learnt from watching these Networking conversations?

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## Activity 5

### Question intonation


#### 1 Listen and read

In spoken English, question intonation changes with the type of question.

Our voices usually go **up** at the end of closed questions. These are the questions that can be answered with 'yes' or 'no':




Listen to CD Track 19.

Example: *Do you work full-time?* 


Our voices usually go **down** at the end of limited choice questions:


Example: *Do you work full-time or part-time?* 

Our voices also go **down** at the end of open questions. These are the questions that begin with **who**, **why**, **when**, **where**, **which**, **what** or **how** and require a longer answer.

Example: *Where do you work?* 

Requests can be either **up** or **down** at the end:



Example a: *Could I ask you a few questions?* 

Example b: *Could I ask you a few questions?* 

#### 2 Practice



On CD Track 20, listen to the questions below. Does the voice go up or down at the end? (✓)

	 up	 down
1. Would you mind if I asked you about your job?		
2. What do you do?		
3. What type of business does your company do?		
4. Do you have to travel far to work?		
5. How did you get your job?		
6. Is your job hard or easy?		
7. Are there any vacancies at the moment?		
8. Do you work day or night shift?		
9. May I have your contact number please?		
10. When is the best time to contact you?		
11. Could I send you my resume?		
12. Do you have a business card?		

#### 3



Listen to CD Track 21 and repeat the questions above.