

# The Business 2.0

## Unit 1 Gaining experience

### Before you watch

**1** Work with a partner. Choose which questions and sentences are suitable for meeting a new colleague or classmate. Add three more useful questions or sentences.

Do tell me more.  
How are you?  
My name is ...  
Great to see you!  
Nice to meet you.  
We're in the holiday business.

Do you live alone?  
Where do you live?

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### While you watch

**2** Underline the questions and answers from exercise 1 that you hear in the video.

**3** Watch the video again and complete the extracts below. Then compare your answers with a partner.

#### Scene 1

- 1 Good evening, s\_\_\_\_\_.
- 2 The n\_\_\_\_\_ Pond. James Pond.
- 3 Goodness, is that the t\_\_\_\_\_ already?  
Do e\_\_\_\_\_ me, I really must ...
- 4 See you l\_\_\_\_\_, then.

#### Scene 2

- 5 But anyway, enough about work, you m\_\_\_\_\_ tell me ...
- 6 I love Spain, d\_\_\_\_\_ you?
- 7 But let's t\_\_\_\_\_ about you. Do t\_\_\_\_\_ me more!
- 8 Have you m\_\_\_\_\_ my other colleague?

### After you watch

**4** Work with a partner. Look at the expressions from Exercise 3. Write them in the correct category in the table below.

Meeting people and introducing people	Keeping the conversation going	Ending the conversation

**5** Look at the non-verbal language Mrs Follet uses. Does it show she is interested (*I*) or not interested (*NI*) in the conversation? In each case, write the name of the person she is reacting to. Compare your ideas with a partner.

- |  |                          |
|--|--------------------------|
| 1 asks a lot of questions                        | <input type="checkbox"/> |
| 2 doesn't make eye contact with the other person | <input type="checkbox"/> |
| 3 gives one-word answers                         | <input type="checkbox"/> |
| 4 looks at her computer                          | <input type="checkbox"/> |
| 5 moves closer to the other person               | <input type="checkbox"/> |
| 6 smiles and makes eye contact                   | <input type="checkbox"/> |
| 7 stops smiling                                  | <input type="checkbox"/> |

**6** Work with a partner. Roleplay a short conversation between two business people who are meeting for the first time. Read the information below. Try to use suitable body language.

#### Student A

You are the manager of a hotel where Student B is using the conference room for an important meeting. Introduce yourself but try to keep the conversation as brief as possible as you are very busy.

#### Student B

You are the director of an international company. Your company is hiring the conference room at a hotel for an important meeting. Introduce yourself to Student A. Explain why you are at the hotel and what your meeting is about. Try to keep the conversation going.