

Unit 3 Work

3.3 Killer Questions

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Aims and Demand

Language

- to learn and master the new words and phrases in the text;
- to learn a set of nouns to describe people in job interviews and work;
- to revise and extend your knowledge of the present perfect simple and continuous;

Skills

- to explore the topic of job interviews and killer questions, and practise asking and answering them;
- to extract specific information and language items from a reading text;



Aims and Demand

Ideology and Politics

- to learn that there is no easy way to success, positive attitude toward an job interview is necessary;
- to learn that if we make preparations good enough and take details seriously, we are more like to get an offer.



READING

1a

Have you ever had an interview?

What was it for?

How did you feel?

What was the result?



READING

1b What kind of difficult questions have you been asked at an interview? Rank the following questions in order of difficulty (1 = most difficult).

- a) What are your strengths and weaknesses?
- b) How would your colleagues / friends describe you?
- c) What can you offer our organisation?
- d) Why do you want the job?
- e) Would you ever lie to get what you want?



2a Read a leaflet from a recruitment agency giving advice about interviews. Choose the most suitable headings for paragraphs A–E. There are three extra headings.

1 contact details

2 shock tactics

3 attitude

4 appearance

5 survey results

6 hypothetical questions

7 one person's
experience

8 advice



A one person's experience

When it comes to interview questions, it pays to expect the unexpected. This is a true story of one candidate's experience.

This is how his interviewers greeted him:

“We've been interviewing candidates all morning and we're getting bored. Do something to impress us.” Then the interviewers got out their newspapers and started reading them.

The candidate said, “Well, I've been waiting in this office for more than two hours because you've been running late.

Actually I'm not impressed by your organisation and I'm not sure I want to work for you. Goodbye.”

The interviewee walked out, was invited back the next day and was offered the job.

Key

Clear



B shock tactics

How would you act in a situation Like this?

That interview was **rather** extreme, but a lot of employers have turned to using “killer questions” or “shock tactics”, such as these:

“Tell me something about yourself that you have never told anyone.”

“Which three famous people would you invite to a dinner party and why?”

“We have employed people from your university, and they haven’t been good. Can you tell us why you think you’d do better?”

Killer questions often come early in the interview and are aimed at throwing the candidate off guard. By surprising the candidate with an original or difficult question, interviewers can get an **honest reaction** and **an unplanned response**. They also want to see candidates think through their responses calmly.

Key

Clear



C hypothetical questions

Interviewers also ask candidates other kinds of difficult questions to see how they react under pressure. For example, they may ask a **hypothetical** question related to work, such as:

“Imagine you are an employee in customer services. What would you do if an important customer was very rude to you?”

However, some experts think that hypothetical questions are not useful because they only generate hypothetical answers. They prefer candidates to talk about their past experience.

Key

Clear



D advice

So, what should you do in these circumstances?

Imagine: an interviewer has asked you a “killer question” and you just don’t know how to answer it — your mind is **blank**.

Remember, the interviewer isn’t interested in your response as much as the way you respond. So, stay calm, take a few deep breaths and buy some time, e.g. “Actually, that’s interesting. I haven’t thought about it, but maybe I’d ...” It’s a good idea to practise asking and answering some of these questions with friends. You can find some **typical** “killer questions” on the front of this factsheet.

Key

Clear



E contact details

J0BS4U have prepared three other **leaflets**, full of **hints** and **tips** about interviews. We can be **reached** in the following ways:

Telephone 01865 701813

E-mail info@jobs4u.com

Key

Clear



2b Read the leaflet again. Which of the following ideas are mentioned?

1 Your answers to killer questions are extremely important. **Mentioned in Paragraph D**

2 An interviewee left the interview before it was meant to finish. **Mentioned in paragraph A**

3 The way candidates look and dress was one area which bosses thought could have improved.
Not mentioned

Key

Clear



2b Read the leaflet again. Which of the following ideas are mentioned?

4 Difficult questions often come at the end of an interview. **Not mentioned**

5 Some experts prefer candidates to talk about things they have done rather than answer hypothetical questions. **Mentioned in paragraph C**

6 You should not hesitate when answering killer questions. **Not mentioned**

Key

Clear



3 Find words in the leaflet for someone who:

1 is applying for a job.

a candidate (paras. A, B, C)

2 asks questions at an interview.

an interviewer (paras. A, B, C, D)

3 has other people working for him / her.

an employer (para. B)

4 is attending an interview.

an interviewee (paragraph A)



3 Find words in the leaflet for someone who:

5 is paid to work for an organisation or another person.

an employee (paragraph C)

6 has special knowledge of a subject.

an expert (paragraph C)



4 In groups, discuss the following.

- 1 Do you think it is fair to ask killer questions?
- 2 Do you think hypothetical questions are useful?
- 3 How do you react under pressure?





GRAMMAR:

present perfect simple and
present perfect continuous

5 Look at the examples from the leaflet, and then complete the rules with *present perfect simple* or *present perfect continuous*.

1. JOBS4U have prepared three other leaflets ...
2. We've been interviewing candidates all morning and we're getting bored.
3. An interviewer has asked you a "killer question" ...
4. I've been waiting in this office for more than two hours ...



We use the:

- a) present perfect continuous to emphasise that an action started in the past and is still continuing.
- b) present perfect simple to emphasise that an action started in the past and is completed.



GRAMMAR TIP

- The present perfect simple emphasizes the result of the activity.

I've written six reports. (focus on number)

- The present perfect continuous emphasizes the activity and its duration.

I've been writing reports since 2 p.m. (focus on time.)



6 Complete the sentences with the present perfect simple or present perfect continuous of the verbs in the box. Use each verb twice.

watch learn write ask

1 I 've been writing e-mails all day.

2 I 've written 20 e-mails today.

3 He 's been learning Polish for six months.

4 He 's learned six new words today.

5 I 've asked dozens of killer questions over the years.

6 Interviewers have been asking killer questions for years.

7 Shizuka 's been watching TV all afternoon.

8 Shizuka 's watched five TV programmes this afternoon.

Key

Clear



pronunciation

7 **2.15** **Contractions and weak forms** How do you say the words in bold? Listen and check, then repeat the sentences. 

1 **We've** employed people from your university.

2 **We've been** interviewing candidates all morning.

3 **I've been** waiting in this office for more than two hours.

4 **He's** interviewed 14 candidates.



8a Complete the chart with information about things you did or started in the past. Follow the example. Use ideas from your home and family life, work or studies, leisure activities and hobbies.

activity	when
<i>moved to the city</i> <i>started piano lessons</i>	<i>two years ago</i> <i>three months ago</i>



8b Write about your activities using the present perfect. Compare your sentences with a partner.

We've been living in the city for two years.

I've been having piano lessons for three months. I've had about ten lessons.

SPEAKING

9 Work in groups to think of some killer questions. Then work with a partner from another group and ask each other the questions. Did your partner give good answers?



Thank You !



When it comes to interview questions, it pays to expect the unexpected.

when it comes to ... 说起.....; 谈到.....

He has a block when it comes to math.

一碰上数学，他的脑子就木了。

When it comes to talking about patriotism, he's an extremist.

一谈到爱国主义，他就很偏激。



翻译：多数情况下他比较少说话，但谈起中国历史来，他总是滔滔不绝。

In most cases, he talks little, but when it comes to Chinese history, he can talks unceasingly.

He doesn't talk much in most cases, but when it comes to Chinese history, he can talk a horse's hind leg off.

说起梦想，每个人都渴望找到一份自己喜欢工作并努力做出成绩。

When it comes to dreams, everyone aspires to obtain a pleasant job and try to make achievements.



When it comes to interview questions, it pays to expect the unexpected.

it pays to do sth ... 做某事是值得的；应该做某事
= it is worthwhile to do sth.

It pays to turn a blind eye to some of things that go on around here.

对这里发生的一些事情应不予理睬。

It pays to learn a foreign language.

学外语是值得的。



it pays to do sth ... 做某事是值得的；应该做某事

如果你希望将来能够成功，那么你现在开始努力奋斗是值得的。

It pays to keep making efforts from now on if you wish you can make a success in the future.

为了我们的梦想，我们的一切努力都是值得的。

It pays to make all our efforts in order to **live** our dreams.



... because you've been **running** late.

... because you've been **working/operating** late.

run a hotel/store/language school

经营一家旅店／商店／语言学校

run a business 管理一家企业

state-**run** industries 国家经营的行业

run for president 竞选总统

run across sb/sth 偶然遇见（或看到）

run after sb 追求某人



run at sb 向某人冲去

run away (from sb/sth...) 突然离开；逃离；躲避；逃避

run away with sth. 轻轻松松地赢得

As he thought he could run away with the prize, he didn't make much effort.

in the long run 从长期来看

in the short run 从短期来看



... but a lot of employers have **turned to** using “killer questions” or “shock tactics”...

... 可是许多老板转而使用“致命问题”或“震惊战术” ...

turn to (doing) sth 转而做某事

If you don't like to be a nurse, you can turn to running a business.

turn to sb. (**for** help) 转而去找某人（寻求帮助）

If you can't work out the problem, you can turn to the teacher **for** help.



Killer questions often come early in the interview and are aimed at throwing the candidate off guard.

be aimed at (doing) sth. | **aim** (sth) **at** (sb./sth)

目的在于.....; 旨在.....; 瞄准; 针对

These measures are aimed at preventing violent crime.

这些措施旨在防止暴力犯罪。

I was **aiming at** the tree but hit the car by mistake.

我对准树射击，不料误中了汽车。

throw sb. off guard 让某人失去警惕; 使某人措手不及



Remember, the interviewer isn't interested in your response as much as the way you respond.

Remember, the interviewer is more interested in the way you respond than your answer.

Remember, the interviewer prefer to see the way you respond.

Remember, what really interests the interviewer is not your answer but the way you response.



We can be reached in the following ways.

We are available in the following ways.

You can contact us in the following ways.



句子写作练习1

When it comes to interview questions, it
pays to expect the unexpected.

When it comes to _____, it pays to
_____.



句子写作练习2

This is how his interviewers greeted him.

This is how _____.

This is why _____.

This is where _____.

This is what _____.

