

# 1

## Self-discovery

Knowing Yourself  
Self-discovery Club  
Which Job to Take?  
At the Counselor's Office

# First Sight

**Task 1** The following are some proverbs about self-discovery. Match Column A with Column B to complete the proverbs. Then work in pairs and discuss their meanings.

## Column A

- 1 All men should try their best to learn ... ☐
- 2 He who knows others is learned; ... ☐
- 3 The first step to getting the things you want in life is this: ... ☐
- 4 Man's main tasks in life are... ☐
- 5 It is not only the most difficult thing to know oneself... ☐

## Column B

- ☐ A ... decide what you want.
- ☐ B ... what they are running from and to, and why.
- ☐ C ... to give birth to himself and to become what he potentially is.
- ☐ D ... he who knows himself is wise.
- ☐ E ... but the most inconvenient one, too.

**Task 2** Work in pairs and discuss the following questions. Then introduce yourself to the whole class.



- 1 What characteristics do you like/dislike about yourself?
- 2 Which do you like better, your appearance or your personality?
- 3 Who are your role models and why?
- 4 What makes you depressed?
- 5 What has been your greatest achievement so far?
- 6 What has been your toughest obstacle so far?
- 7 How would you describe yourself in five words?
- 8 What job do you think is the most suitable for you?



## Teaching Focus

Structure of the Unit	Contents	Unit Objectives
<b>Part One</b> Video Clips & Follow-up Exercises	I. Knowing Yourself II. Self-discovery Club	<ul style="list-style-type: none"><li>Understand the importance of self-discovery</li><li>Know different ways to know about oneself</li></ul>
<b>Part Two</b> Audio Clips & Follow-up Exercises	I. Which Job to Take? II. At the Counselor's Office	<ul style="list-style-type: none"><li>Understand how self-discovery helps choose a suitable career</li><li>Seek and offer advice on career choice</li></ul>
<b>Part Three</b> Communication Skills	Describing Oneself	<ul style="list-style-type: none"><li>Describe one's personalities</li><li>Talk about choices and decision</li></ul>
<b>Part Four</b> Culture Show	Video Clip: Ms. Rubin's Happiness Project	The resolution for knowing oneself

## First Sight

### Task 1

#### Key

1—B    2—D    3—A    4—C    5—E

### Task 2

#### Answers for Reference

Open-ended.

# Watching

## Watching I Knowing Yourself

### Task 1 Warm-up exercises.

1 Do you know yourself? Tick (✓) the statements that are true for you.

Do you know yourself?	
<input type="checkbox"/>	1) I am aware of my likes and dislikes.
<input type="checkbox"/>	2) I know exactly what I am good at.
<input type="checkbox"/>	3) I know my weaknesses and now I'm trying my best to overcome them.
<input type="checkbox"/>	4) I often make right decisions.
<input type="checkbox"/>	5) It is easy for me to describe my personality to others.
<input type="checkbox"/>	6) I know what I really want.

2 Work in pairs. Tell each other the conclusion you draw from the above exercise about whether you know yourself or not, and support your conclusion with examples.

\_\_\_\_\_

You may begin like this:

\_\_\_\_\_

***I don't think*** I know much about myself, ***because*** I find it's always hard for me to make right decisions. ***For example***, ...

\_\_\_\_\_

\_\_\_\_\_

3 Study the following before watching.



conscious /'kɒnʃəs/ a.	有意识的
intention /ɪn'tenʃən/ n.	意图
passion /'pæʃən/ n.	激情; 热情
emotional /ɪ'məʊʃənəl/ a.	情绪上的; 情感上的
intelligence /ɪn'telɪdʒəns/ n.	智力; 理解力
pace /peɪs/ n.	速度; 步速
obstacle /'ɒbstəkl/ n.	障碍; 障碍物
connection /kə'nekʃən/ n.	联系
figure out	弄明白
hold... back	阻碍……的发展



## Watching I **Knowing Yourself**

### Script

*(Claire Alexis, the teacher, is giving a lecture on knowing oneself.)*

Who are you? What is your life really about? These questions are difficult to answer. People think they know themselves well. The fact is many people are strangers to themselves. It's not easy to achieve self-knowledge. People can't get to know themselves by simply waiting around to grow old. It takes conscious effort and needs to be done with intention and purpose.

To know yourself is to understand your emotions and thoughts. Understanding those things goes beyond figuring out your favorite color or song. To really know yourself, you need to take a serious look at the way you're living your life, and you need to question what you do. Knowing yourself means being aware of yourself—aware of your likes and dislikes, strengths and weaknesses, passions and fears, desires and dreams. And most importantly, knowing yourself means knowing what your talents and life goals are.

Discovering more about yourself is a useful way of developing your emotional intelligence and your self-awareness. When you work on yourself, you can be more open to the opportunities all around you. This helps you to view your life as a whole and help others more. As you decide what you want to do and when, you can work at your own pace. You may also find out what obstacles are holding you back, and you'll be able to find the resources to help you make right decisions in your life.

A famous writer said that the man who is aware of himself is independent and never bored. So try your best to become self-aware and build a connection with your real self.

### Task 1

#### 1 **Answers for Reference**

Open-ended.

#### 2 **Answers for Reference**

Open-ended.

# Watching

**Task 2** Watch the video clip and decide whether the following statements are true (T) or false (F).

- ☐ 1 People always think that they don't know themselves well.
- ☐ 2 People will know themselves better when they grow old.
- ☐ 3 To know oneself is to understand one's emotions and thoughts, i.e. to figure out one's favorite color or song.
- ☐ 4 Knowing oneself is a useful way of developing one's emotional intelligence and self-awareness.
- ☐ 5 Those who are aware of themselves can live a more independent and more interesting life.

**Task 3** Watch the video clip again and complete the table with the information you've got.

Knowing Yourself	
What does knowing yourself mean?	What are the advantages of knowing yourself?
<ul style="list-style-type: none"> <li>It means understanding your 1) _____ and 2) _____.</li> <li>It means being aware of your likes and dislikes, 3) _____, passions and fears, desires and dreams.</li> <li>It means knowing what your 4) _____ and life goals are.</li> </ul>	<ul style="list-style-type: none"> <li>Discovering more about yourself is a useful way of developing your 5) _____ and your self-awareness.</li> <li>When you work on yourself, you can be more open to 6) _____ all around you.</li> <li>You may also find out what 7) _____ are holding you back, and you'll be able to find the resources to help you 8) _____ in your life.</li> </ul>

**Task 4** Work in pairs and select from Task 3 one of the advantages. Tell your partner how you understand it. Use your personal experience as examples.



## Tips



- I'm not sure I can remember all the details, but...
- That reminds me of the time when I...
- As I recall (回忆)...
- As far as I can remember...
- That takes me back to the days...

**Task 2****Key**

1 F    2 F    3 F    4 T    5 T

**Task 3****Key**

Knowing Yourself	
What does knowing yourself mean?	What are the advantages of knowing yourself?
<ul style="list-style-type: none"><li>• It means understanding your 1) <u>emotions</u> and 2) <u>thoughts</u>.</li><li>• It means being aware of your likes and dislikes, 3) <u>strengths and weaknesses</u>, passions and fears, desires and dreams.</li><li>• It means knowing what your 4) <u>talents</u> and life goals are.</li></ul>	<ul style="list-style-type: none"><li>• Discovering more about yourself is a useful way of developing your 5) <u>emotional intelligence</u> and your self-awareness.</li><li>• When you work on yourself, you can be more open to 6) <u>the opportunities</u> all around you.</li><li>• You may also find out what 7) <u>obstacles</u> are holding you back, and you'll be able to find the resources to help you 8) <u>make right decisions</u> in your life.</li></ul>

**Task 4****Answers for Reference**

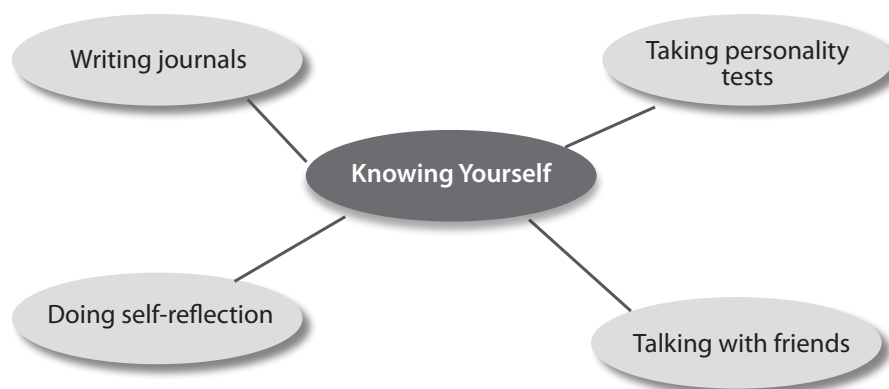
Open-ended.

# Watching

## Watching II Self-discovery Club

### Task 1 Warm-up exercises.

- 1 The following are some possible ways for us to know ourselves. Have you tried any of them? And what do you learn about yourself from them? Discuss it with your partner.



- 2 If there were a club which could help you know more about yourself, would you like to join it? Why or why not? The following are for your reference.

Positive	Negative
<ul style="list-style-type: none"> <li>I can meet people who are also interested in self-discovery.</li> <li>Members in the club can discuss the topic of self-discovery.</li> <li>Talking with others can help me know more about myself.</li> </ul>	<ul style="list-style-type: none"> <li>The knowledge about oneself is one's privacy.</li> <li>Nobody else can help me achieve better self-awareness.</li> </ul>

3. Study the following before watching.

<b>meditation</b> /ˌmedɪ'teɪʃən/ <i>n.</i> 冥想	<b>insight</b> /'ɪnsaɪt/ <i>n.</i> 顿悟; 洞察力
<b>consultant</b> /kən'sʌltənt/ <i>n.</i> 顾问	<b>inner voice</b> 内心的声音
<b>impact</b> /ɪm'pækt/ <i>v.</i> 对……产生影响	<b>reflect on</b> 反省; 回顾
<b>attribute</b> /'ætrɪbjʊt/ <i>n.</i> 特征; 属性	<b>have faith in</b> 对……有信心
<b>perception</b> /pə'sepʃən/ <i>n.</i> 观念	

### Task 2 Watch the video clip and choose the best answer to each of the following questions.

- 1 What is the relationship between the speakers?
- A A consultant and a club member.      B Friends.  
C Members of the same club.      D A student and a recruiter of a club.



## Watching II Self-discovery Club

### Script

*(Radley and Zhang Li meet on campus. They are talking about a Self-discovery Club.)*

**Radley:** Hi, Zhang Li, I heard you joined a Self-discovery Club recently.

**Zhang:** Yes, I did.

**Radley:** What's it about?

**Zhang:** Well, its goal is quite simple—to help people discover their own gifts, passion and inner voice. That's to say, the goal is for them to know more about themselves.

**Radley:** It sounds great. I also feel I don't know much about myself. I think maybe that's why I often regret my decisions.

**Zhang:** I understand that feeling. Knowing more about ourselves can improve decision-making.

**Radley:** So what do you do there?

**Zhang:** Well, the club organizes various activities, such as yoga, meditation, and reading. More importantly, I can meet people who share my interests. We discuss quite a lot of different things.

**Radley:** Have you ever talked about how we can achieve better self-awareness in our daily lives?

**Zhang:** I once asked the same question to a consultant working with the club. She gave me some suggestions.

**Radley:** Good! What did she say?

**Zhang:** She said, the first thing we should do is take a moment to write down the things that we know about ourselves—our interests, likes and dislikes, fears, dreams, etc. We should reflect on these things and find out how they impact our lives.

**Radley:** So... the first thing is to create a list of our attributes.

**Zhang:** That's it. Then we need to pay attention to what our family and friends say about us. Their perceptions of us are useful too.

**Radley:** I couldn't agree more. They see us from their points of view, which can give us insights into our behavior.

**Zhang:** That's right. In the club, we sometimes take personality tests. By doing the tests, we can be more aware of our thoughts and personalities.

**Radley:** I have done some of those tests online, but I don't have much faith in the results.

### Task 1

#### 1 *Answers for Reference*

Open-ended.

#### 2 *Answers for Reference*

Open-ended.

### Task 2

#### Key

1 B    2 C    3 D    4 C

# Watching

- 2 What is the goal of the Self-discovery Club?
- A To help people develop their talents.  
B To help people gain passions for life.  
C To help people know more about themselves.  
D To help people establish a better way of living.
- 3 What does Radley say about himself?
- A He knows much about himself.                      B He knows nothing about himself.  
C He often makes right decisions.                      D He often makes wrong decisions.
- 4 Which of the following is true according to the conversation?
- A Club members hold discussions about a few things.  
B Club members can't take part in various activities.  
C Club consultants offer suggestions to the members.  
D Club consultants design personality tests for the members.

**Task 3** Watch the video clip again and design a poster for the club.

## Self-discovery Club

Our Goal: \_\_\_\_\_

Our Activities: \_\_\_\_\_

Our Advice: \_\_\_\_\_

If you want to know more about our activities or get more advice on SELF-DISCOVERY, just join us!

Contact info: XXXXXXXX



**Task 4** Suppose you are going to introduce the Self-discovery Club to the public, what will you say? Discuss it with your partner. Then present your introduction in class.

The introduction can include:

- the importance of self-discovery
- goals of the Club
- activities organized by the Club
- members, privileges (特权)

### Task 3

#### *Answers for Reference*

## Self-discovery Club

Our Goal: discover your own gifts, passion and inner voice

Our Activities: yoga, meditation, reading, discussion, etc.

Our Advice: create a list of your attributes

understand others' perception about you

take personality tests

If you want to know more about our activities or get more advice on SELF-DISCOVERY, just join us!

Contact info: XXXXXXXX



### Task 4

#### *Answers for Reference*

Open-ended.

# Listening

## Listening I Which Job to Take?

### Task 1 Warm-up exercises.

- 1 The following are some factors people often consider when choosing a job. Which one is your biggest concern? Discuss it with your partner.

- salary
- location
- corporate culture
- work hours
- reputation of the company
- one's interests
- one's character

- 2 If you got more than one offer, who would you turn to for advice if you could not decide which job to take?

- 3 Study the following before listening.



paperwork /'peɪpəwɜ:k/ *n.* 文书工作

representative /ˌreprɪˈzentətɪv/ *n.* 代表

routine /ruːˈtiːn/ *n.* 常规; 例行公事

appealing /əˈpiːlɪŋ/ *a.* 有吸引力的; 有趣的

counselor /'kaʊnsələ/ *n.* 顾问

Sales Department 销售部

think over 认真考虑 (某事)

to be frank 坦白地说

### Task 2 Listen to the conversation and answer the following questions.

- 1 When will Tom and Julia graduate from college?  
In \_\_\_\_\_.
- 2 What dilemma is Julia in?  
A company offered her \_\_\_\_\_.
- 3 Has Julia made her decision about her job?  
\_\_\_\_\_, because she \_\_\_\_\_.
- 4 What help can Julia get from the career counselors?  
They help students examine their \_\_\_\_\_ so they can find \_\_\_\_\_ for them.



## Listening I Which Job to Take?

### Script

- Tom:** Only two months to go! Julia, have you decided which position to go for after graduation?
- Julia:** Oh, no, not yet. You know, the company offered me a choice between two different positions. One is a job doing paperwork in the office. The other is a sales representative position in the Sales Department.
- Tom:** Both sound OK. Which one do you prefer?
- Julia:** I like both. That's the problem. I've been thinking about it for several days, but I'm still not sure. The company asked me to give them an answer by next week.
- Tom:** Just think about which position is more suitable for you.
- Julia:** That's not easy for me. I like the routine of office work—working 9 to 5, without much pressure.
- Tom:** It's a nice schedule for most people.
- Julia:** Yeah, but the sales representative position is appealing. Being a sales representative would mean traveling a lot and meeting different people. I like working with people. It's quite exciting.
- Tom:** But that also means handling a lot of pressure and dealing with a busy schedule.
- Julia:** Yes, I know.
- Tom:** These two jobs require quite different ways of life. You must think it over carefully.
- Julia:** To be frank, I don't know how to go about making this choice. It's hard for me to make decisions. I'm not sure what I really want. I'm confused.
- Tom:** Maybe you can ask someone for help. What about the career counselors at our college?
- Julia:** The career counselors? What do they do?
- Tom:** You don't know about them? They help students examine their interests, characters and abilities so they can find the best job for them. They're quite helpful to students who're trying to decide on a career.
- Julia:** Oh, that's exactly what I want! Where can I find them?
- Tom:** Their office is on the second floor of the Student Center.
- Julia:** I see. Thanks a lot for the information.

### Task 1

#### 1 *Answers for Reference*

Open-ended.

#### 2 *Answers for Reference*

Open-ended.

### Task 2

#### *Answers for Reference*

- 1 When will Tom and Julia graduate from college?  
In two months.

- 2 What dilemma is Julia in?

A company offered her a choice between two different positions.

- 3 Has Julia made her decision about her job?

No, not yet, because she likes both and it's not easy for her to make a decision.

- 4 What help can Julia get from the career counselors?

They help students examine their interests, characters and abilities so they can find the best job for them.

# Listening

**Task 3** Listen to the conversation again and complete the information about the two positions.



## Doing paperwork in the office

Job description: \_\_\_\_\_

Julia's comment: \_\_\_\_\_

Mark's comment: \_\_\_\_\_

**SALES**

## A sales representative position

Job description: \_\_\_\_\_

Julia's comment: \_\_\_\_\_

Mark's comment: \_\_\_\_\_

**Task 4** Work with a partner and discuss your preference if you were Julia in the conversation. Give reasons for your choice.

## Tips



- If I were Julia, I'd like to...
- If it was up to me, I'd...
- I'd take...
- As far as I'm concerned, ... seems better.



**Task 3*****Answers for Reference***

Doing paperwork in the office

Job description: the routine of office work

Julia's comment: working 9 to 5, without much pressure

Mark's comment: a nice schedule for most people

A sales representative position

Job description: traveling a lot and meeting different people

Julia's comment: appealing; quite exciting

Mark's comment: handling a lot of pressure and dealing with a busy schedule

**Task 4*****Answers for Reference***

Open-ended.

# Listening

## Listening II At the Counselor's Office

### Task 1 Warm-up exercises.

1 Do you think it is necessary to turn to a career counselor for advice? Why or why not?

3 Study the following before listening.

#### Tips

- professional
- mature
- generation gap
- experienced
- unfamiliar
- a brief talk

senior /'si:niə/ *n.* (中学或大学)最高年级学生; 毕业班学生

intuition /,ɪntju'ɪʃən/ *n.* 直觉

definitely /'defɪnɪtli/ *ad.* 明确地; 肯定地


negotiate /nɪ'ɡəʊʃieɪt/ *v.* 谈判; 协商

hang out with sb. 与……经常在一起

stick to 坚持

make sense 有道理

### Task 2 Listen to the conversation and complete the following questions. Then listen again and rearrange them according to the sequence in the conversation.



A What're you more interested in, 1) \_\_\_\_\_ or 2) \_\_\_\_\_?

B Do you have 3) \_\_\_\_\_?

C When negotiating with others, do you often 4) \_\_\_\_\_ or do you just 5) \_\_\_\_\_?

D Do you often 6) \_\_\_\_\_ your intuition?

E Do you 7) \_\_\_\_\_ the needs of other people?

F How would you prefer to 8) \_\_\_\_\_?

Q1 Q2 Q3 Q4 Q5 Q6

□ □ □ □ □ □

### Task 3 Listen to the conversation a third time and write down Julia's answers.

A1: Yes, I do. I really like 1) \_\_\_\_\_.

A2: I prefer to hang out with my friends. Normally, we 2) \_\_\_\_\_, 3) \_\_\_\_\_, or 4) \_\_\_\_\_.

A3: It's hard to say. If my intuition is strong enough, I'll 5) \_\_\_\_\_.

A4: 6) \_\_\_\_\_.

A5: 7) \_\_\_\_\_.

A6: That depends. If the other person has 8) \_\_\_\_\_, I'll surely accept them. If I think my ideas 9) \_\_\_\_\_, I'll try my best to 10) \_\_\_\_\_.



Listening II **At the Counselor's Office****Script**

**Mr. Watson:** Come in, please.  
**Julia:** Thank you, Mr. Watson. May I ask you a few questions?  
**Mr. Watson:** Sure. Take a seat. How can I help?  
**Julia:** My name's Julia. I'm a senior, majoring in International Trade. Recently, a big company offered me two positions. I really don't know which one to choose.  
**Mr. Watson:** Oh, that can happen to anybody, Julia. Well, first tell me about these two positions.  
**Julia:** Well, one is working in the office of a Business Department, mainly doing routine work in the office, especially paperwork.  
**Mr. Watson:** Yeah.  
**Julia:** The other one is a sales representative position with the Sales Department.  
**Mr. Watson:** They're quite different.  
**Julia:** Yes. So it's really hard for me to choose.  
**Mr. Watson:** First, you need to explore what you really want.  
**Julia:** Yeah, I know. I've been thinking it over these last few days. But it seems that I don't know much about myself.  
**Mr. Watson:** I see. Let me ask you a few questions. These questions may help you understand your personality type.  
**Julia:** Really? Great.  
**Mr. Watson:** So, the first question: Do you have many friends?  
**Julia:** Yes, I do. I really like making friends.  
**Mr. Watson:** Suppose one day you were very tired after work. How would you prefer to relax—by listening to music at home or by hanging out with your friends?  
**Julia:** I prefer to hang out with my friends. Normally, we play tennis, go shopping, or watch a movie. That's how I relax.  
**Mr. Watson:** Next, do you often rely on your intuition?

**Julia:** It's hard to say. If my intuition is strong enough, I'll definitely trust it.  
**Mr. Watson:** OK. Do you care about the needs of other people?  
**Julia:** Absolutely.  
**Mr. Watson:** Good. What're you more interested in, the process or the result?  
**Julia:** The process.  
**Mr. Watson:** Now, here comes the last question. When negotiating with others, do you often change your views or do you just stick to your views?  
**Julia:** That depends. If the other person has better ideas, I'll surely accept them. If I think my ideas make more sense, I'll try my best to persuade them.  
**Mr. Watson:** Very good.

**Task 1**1 **Answers for Reference**

Open-ended.

**Task 2****Key**

- A What're you more interested in, 1) the process or 2) the result?  
B Do you have 3) many friends?  
C When negotiating with others, do you often 4) change your views or do you just 5) stick to your views?  
D Do you often 6) rely on your intuition?  
E Do you 7) care about the needs of other people?  
F How would you prefer to 8) relax?

Order: B—F—D—E—A—C

**Task 3****Key**

- A1: Yes, I do. I really like 1) making friends.  
A2: I prefer to hang out with my friends. Normally, we 2) play tennis, 3) go shopping, or 4) watch a movie.

# Listening

**Task 4** Work in pairs and guess what Mr. Watson and Julia will say next. Work out the ending of the conversation and role-play it in class. The following are for your reference.

- What will Mr. Watson say about Julia's personality?
- What will be Mr. Watson's suggestions?
- Will Julia accept Mr. Watson's suggestions? Why or why not?
- What position will Julia choose?

**Task 5** Work in pairs. Choose two jobs and discuss which one is more suitable for you according to your personality. Act out the conversation and then present it in class.

Asking about personality	Stating personality
<ul style="list-style-type: none"><li>• What kind of personality do you have?</li><li>• What kind of person do you think you are?</li><li>• Do you think you are introverted (内向的) or extroverted (外向的)?</li><li>• What basic principles do you follow in your life?</li></ul>	<ul style="list-style-type: none"><li>• I'm quite active and energetic.</li><li>• I'm a curious person and I like learning new things.</li><li>• I wouldn't call myself introverted though sometimes I'm quiet and enjoy staying all by myself. But often, I like engaging in activities with others.</li></ul>

**A3:** It's hard to say. If my intuition is strong enough, I'll 5) definitely trust it.

**A4:** 6) Absolutely.

**A5:** 7) The process.

**A6:** That depends. If the other person has 8) better ideas, I'll surely accept them. If I think my ideas 9) make more sense, I'll try my best to 10) persuade them.

#### **Task 4**

##### ***Answers for Reference***

Open-ended.

#### **Task 5**

##### ***Answers for Reference***

Open-ended.

# Communication Skills

## Task 1 Warm-up exercises.

1 Listen and repeat.

1) A: How would you describe yourself?

B: I'm an outgoing person. I love to meet different people.

2) A: What's your greatest strength?

B: My greatest strength is determination. I don't give up easily.

3) A: What're your weaknesses?

B: One of my weaknesses is that I'm not a very good listener. Sometimes I lack the patience necessary to actively listen to others. I'm trying to get better at this.

4) A: Are you good at working on a team?

B: Yes, I'm a good team player. I get along well with my co-workers.

5) A: What kinds of people do you find difficult to work with?

B: I don't like to work with people who complain a lot.

2 Study the following before listening.

**professional** /prə'feʃənəl/ a. 职业的; 专业的

**candidate** /'kændɪdɪt/ n. 候选人

**generosity** /,dʒenə'rɒsɪti/ n. 慷慨; 大方

**trait** /treɪt/ n. 特点

**shortcoming** /'ʃɔ:t,kʌmɪŋ/ n. 缺点; 短处

**concrete** /'kɒŋkri:t/ a. 具体的

**convincing** /kən'vɪnsɪŋ/ a. 有说服力的

**corporate culture** 企业文化

**in a good light** 在有利的环境中

## Task 2 Listen to the passage and answer the following questions.

- 1 How many tips are mentioned in the passage?
- 2 Why do many interviewers like to ask candidates about their personalities and strong points?

- 3 Why should a candidate be honest about his or her negative traits?
- 4 How can a candidate make his or her answers more convincing?

## Task 3 Listen to the passage again and complete the following notes.



- 1) \_\_\_\_\_—Emphasize 2) \_\_\_\_\_ you have and focus on traits that are important for the job.
- 3) \_\_\_\_\_ your weaknesses—Speak out about your negative traits and the steps you are taking toward 4) \_\_\_\_\_.
- 5) \_\_\_\_\_ with concrete examples—These details can make you sound more convincing and provide enough information for the interviewer to decide whether you are 6) \_\_\_\_\_.
- 7) \_\_\_\_\_ on the employer—8) \_\_\_\_\_ the company's values and goals as well as 9) \_\_\_\_\_.

## Task 4 Work in pairs and take turns to answer the questions in Task 1 in your own words.



## Communication Skills

### Scripts

#### Task 1

- 1) A: How would you describe yourself?  
B: I'm an outgoing person. I love to meet different people.
- 2) A: What's your greatest strength?  
B: My greatest strength is determination. I don't give up easily.
- 3) A: What're your weaknesses?  
B: One of my weaknesses is that I'm not a very good listener. Sometimes I lack the patience necessary to actively listen to others. I'm trying to get better at this.
- 4) A: Are you good at working on a team?  
B: Yes, I'm a good team player. I get along well with my co-workers.
- 5) A: What kinds of people do you find difficult to work with?  
B: I don't like to work with people who complain a lot.

#### Task 2

Job interviews not only contain questions related to the talent and professional experience of a person. Many questions are aimed at finding out more about the candidates and whether their personalities are a good fit for the position and the corporate culture. Therefore, many interviewers like to ask candidates about their personalities and what they think they are good at. Here are some tips on how to answer these questions:

- Be positive—Emphasize the good traits you have, such as honesty, generosity and a sense of responsibility. Focus on traits that are important for the job you are applying for.
- Admit your weaknesses—Everyone has shortcomings, and companies prefer honest employees. If you are honest enough to speak out about your negative traits and the steps you are taking toward self-improvement, it will cast you in a good light in the eyes of the interviewers.

- Support your answers with concrete examples—These details can make you sound more convincing and provide enough information for the interviewer to decide whether you are the right person for the position.
- Do some research on the employer—Understand the company's values and goals as well as the position's requirements. Knowing these things and touching on them in the interview will benefit you and impress your employer.

#### Task 1

##### 1 *Answers for Reference*

Open-ended.

#### Task 2

##### *Answers for Reference*

- 1 Four.
- 2 Because they want to find out more about the candidates and whether their personalities are a good fit for the position and the corporate culture.
- 3 Because companies prefer honest employees.
- 4 Support the answers with concrete examples.

#### Task 3

##### *Answers for Reference*

- 1) Be positive—Emphasize 2) the good traits you have and focus on traits that are important for the job.
- 3) Admit your weaknesses—Speak out about your negative traits and the steps you are taking toward 4) self-improvement.
- 5) Support your answers with concrete examples—These details can make you sound more convincing and provide enough information for the interviewer to decide whether you are 6) the right person for the position.
- 7) Do some research on the employer—8) Understand the company's values and goals as well as 9) the position's requirements.

#### Task 4

##### *Answers for Reference*

Open-ended.

# Culture Show

**Task 1** Watch the video clip and decide whether the following statements are true (T) or false (F).

- ☐ 1 The speaker, Ms. Rubin, is talking about the Hope Project.
- ☐ 2 The key to happiness, according to Ms. Rubin, is self-knowledge.
- ☐ 3 Knowing oneself is not easy for everyone.
- ☐ 4 The more you know about yourself, the happier you will be.
- ☐ 5 Ms. Rubin finds herself interested in things many other people think pleasurable.

**Task 2** Watch the video clip again and choose the proper words and phrases to complete the following summary. Change the form if necessary.

trick	temperament	self-knowledge	reflection	sad
happy	ambitious	let go of	foundation	ought to

Ms. Rubin is talking about the relationship between 1) \_\_\_\_\_ and 2) \_\_\_\_\_. Knowing yourself can be very 3) \_\_\_\_\_. But you can have a happy life only on the 4) \_\_\_\_\_ of your own nature, your own interests, values and 5) \_\_\_\_\_. The more your life 6) \_\_\_\_\_ your nature, the happier you will be. And there is also 7) \_\_\_\_\_ in knowing your own nature as well, because to admit to yourself who you really are—not who you wish you were, not who you think or other people think you 8) \_\_\_\_\_ be—means you have to admit all the things you are not. The more you spend your time on the things that really make you happy, and 9) \_\_\_\_\_ the things that you just wish to make you happy, the happier you will be. Ms. Rubin concludes her speech by mentioning the words of Thomas Merton, “... my highest 10) \_\_\_\_\_ is to be what I already am.”

## Self-assessment Sheet

Complete the following self-assessment sheet.

- 1 I can summarize the importance of self-discovery in \_\_\_\_\_ sentences.
- 2 I have tried \_\_\_\_\_ ways to develop my self-awareness.
- 3 I can describe my personalities in \_\_\_\_\_ sentences.
- 4 According to my personalities, the most suitable job for me may be \_\_\_\_\_.
- 5 I have spent \_\_\_\_\_ hours on this unit with \_\_\_\_\_ on listening and \_\_\_\_\_ on speaking.
- 6 I have learned \_\_\_\_\_ new words and phrases from this unit.
- 7 I feel \_\_\_\_\_ after covering this unit.
- 8 The mistake(s) I made while learning this unit is (are) \_\_\_\_\_.
- 9 I know the biggest problem for me in English learning is \_\_\_\_\_.
- 10 My next action plan is \_\_\_\_\_.

## Culture Show

### Task 1

#### Key

1 F    2 T    3 T    4 T    5 F

### Task 2

#### Key

Ms. Rubin is talking about the relationship between 1) happiness and 2) self-knowledge. Knowing yourself can be very 3) tricky. But you can have a happy life only on the 4) foundation of your own nature, your own interests, values and 5) temperaments. The more your life 6) reflects your nature, the happier you will be. And there is also 7) sadness in knowing your own nature as well, because to admit to yourself who you really are—not who you wish you were, not who you think or other people think you 8) ought to be—means you have to admit all the things you are not. The more you spend your time on the things that really make you happy, and 9) let go of the things that you just wish to make you happy, the happier you will be. Ms. Rubin concludes her speech by mentioning the words of Thomas Merton, “... my highest 10) ambition is to be what I already am.”