



NEW BUSINESS ENGLISH 5

Lesson 6

Explaining Why You Applied for the Position



LEARNING GOALS

- ◆ Explaining Why the Position Is Attractive
- ◆ Explaining Why You Are Capable



What would you say?

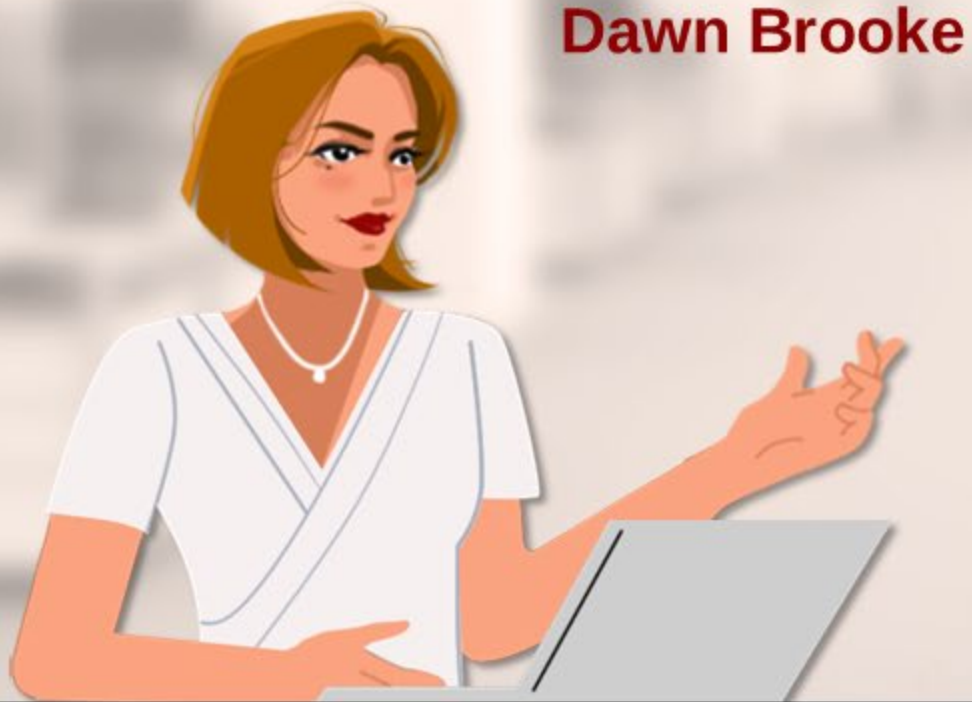
Scenario: You are in the middle of a job interview. The HR manager is asking the following interview question.



**Why did you apply
for this job?**

Situational Dialogue

- ▶ Dawn Brooke is asking Robert about his reasons for applying for the job.






Why did you apply for this job?

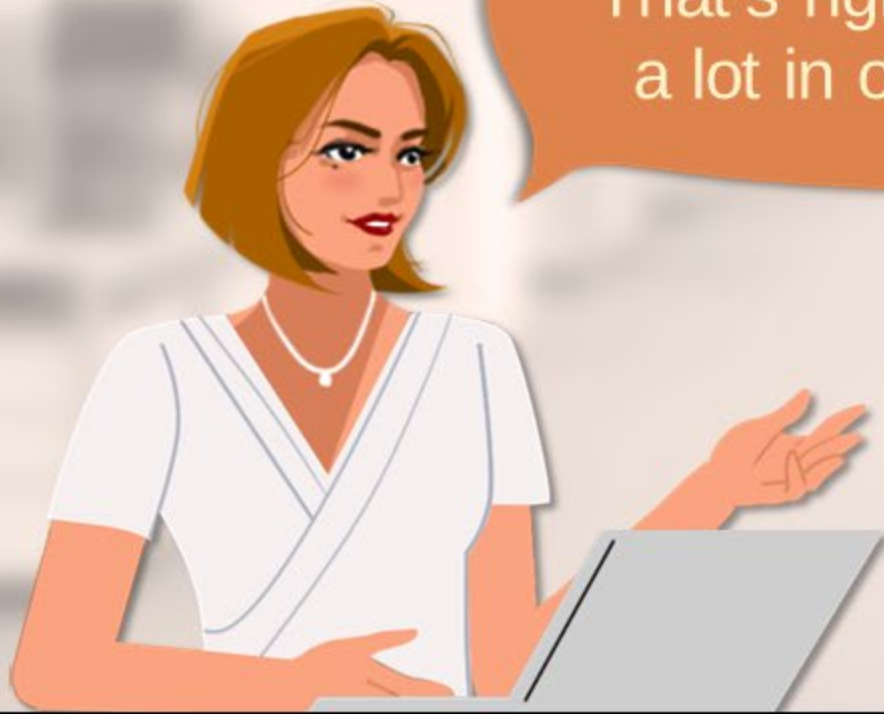
I'm very enthusiastic about advertising and it's a field I want to continue growing in.






I applied for this position because after reading the job description, it seems like a great opportunity to continue building my skills in negotiation and cost control.

That's right! You'll learn a lot in our company.





Since I've been doing this exact type of work for two years, I'm well-equipped with rich experience both in media planning and media buying. So I'm confident that I could make contributions to the development of this company.



Key Vocabulary

Learn the new words and answer the questions.



enthusiastic

(adj.) having or showing great interest about something

e.g. He is very **enthusiastic** from the beginning until the end of the meeting.



negotiation

(n.) discussion aimed at reaching an agreement

e.g. The **negotiation** about the product prices was successful.



contribution

(n.) the part played by a person in bringing about a result

e.g. Their **contribution** to the project is highly needed.

Dialogue Review

Have a role play and answer the questions.



Dawn Brooke is asking Robert about his reasons for applying for the job.

Dawn: Why did you apply for this job?

Robert: I'm very **enthusiastic** about advertising and it's a field I want to continue growing in. I applied for this position because after reading the job description, it seems like a great opportunity to continue building my skills in **negotiation** and cost control.

Dawn: That's right! You'll learn a lot in our company.

Robert: Since I've been doing this exact type of work for two years, I'm well-equipped with rich experience both in media planning and media buying. So I'm confident that I could make **contributions** to the development of this company.

Learning Goals

Let's check the learning goal!




Dawn Brooke is asking Robert about his reasons for applying for the job.

Dawn: Why did you apply for this job?  **1. Explaining Why the Position Is Attractive**

Robert: I'm very enthusiastic about advertising and it's a field I want to continue growing in. I applied for this position because after reading the job description, it seems like a great opportunity to continue building my skills in negotiation and cost control.

Dawn: That's right! You'll learn a lot in our company.

Robert: Since I've been doing this exact type of work for two years, I'm well-equipped with rich experience both in media planning and media buying. So I'm confident that I could make contributions to the development of this company.  **2. Explaining Why You Are Capable**

Learning Goals

Learn the key points in explaining the reason for the job application.

∴ Explaining Why the Position Is Attractive

1. Explain **something specific that you're looking for** in your job search.
2. Tell them **something you liked** about their job description.
3. Recap what you have said to **show how their job fits** what you are looking for.

Example:

(1) "I'm very enthusiastic about advertising and it's a field I want to continue growing in. I applied for this position because after reading the job description, (2) it seems like a great opportunity to continue building my skills in negotiation and cost control. (3) I've been doing this exact type of work for two years, I'm well equipped with rich experience both in media planning and media buying."



How would you answer the question "Why did you apply for this job?"

Learning Goals

Learn the key points in explaining capabilities of doing the job.

∴ Explaining Why You Are Capable

1. State the **duration** of your experience in the field.
2. State your **credentials and strong points**.
3. State an **example event or instance** that makes you qualified for the job.

Example:

"I believe I am the most qualified for the job because (1) I have completed 15 years in this field. While working, (2) I attended a night school in order to stay current with the latest technological changes. I am dependable and goal-oriented, and I work well in teams. Last year, for example, (3) my team increased office productivity by 39 percent by developing a simple record-keeping program for the company's health insurance. We completed the project well ahead of schedule, too."



How would you convince an HR officer that you are capable of doing the job?

Learning Goals

Learn some expressions used in explaining why you applied for a job.

1. Explaining Why the Position Is Attractive

- This job is a great opportunity to...
- I am very interested in this job because...
- I feel I will succeed in this role because...
- I see the role as a way of developing my career...
- I believe my skills are well-suited to this job because..

2. Explaining Why You Are Capable

- I believe I am capable of the job because...
- I believe I am qualified for the job because...
- I have ... years of experience in this field...
- I have increased office productivity by ... percent...
- I always accomplish projects well ahead of schedule...



What makes a job/ position attractive?

Semi-open Dialogue

Have a role play.

Scenario: The interviewer is asking your reason for being interested in the job.

Give your reasons and convince her that you are capable of doing the job.



∴ You can refer to the following key expressions:

- This job is a great opportunity to...
- I am very interested in this job because...
- I believe I am capable of the job because...
- I believe I am qualified for the job because...
- I have ... years of experience in this field...

Coffee Break

Learn some popular personality tests for assessing job preferences.

∴ Popular Personality Tests Used by Employers

Here are two popular online personality tests to help you learn more about yourself and find the right career.

Myers-Briggs Type Indicator (MBTI)

This is a self-help assessment test that helps people gain insights into how they work and learn.

It allows people to describe themselves in four letters (e.g., ENTJ or ISFP) that represent their particular type.

E
Extrovert

S
Sensors

T
Thinkers

J
Judgers

I
Introvert

N
Intuitives

F
Feelers

P
Perceivers

Holland Code Career Test

This identifies six dimensions, that guide us in identifying our preferences and understanding what types of careers can satisfy various interests.



Have you tried taking any personality tests before? What was the result?

Overview

Keywords and expressions:

enthusiastic/ negotiation/ contribution

This job is a great opportunity to ...

I am very interested in this job because ...

I believe I am capable of the job because ...

I believe I am qualified for the job because ...

I have ... years of experience in this field ...

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