

A background image showing a group of people's hands stacked on top of each other on a wooden table, symbolizing teamwork. The image is partially covered by a yellow and blue geometric overlay.

NEW BUSINESS ENGLISH 5

Lesson 9

Raising Questions or Concerns



LEARNING GOALS

- ◆ Raising Questions or Concerns



What would you say?

Scenario: Assume that the interviewer has ended.



That's the end of your interview.
Do you have any questions?

Situational Dialogue

- ▶ Robert Phillips wants to raise a question after the interview.

Dawn Brooke



Robert Phillips






Well, that's the end of the interview.
Do you have any questions for us?


Yes. What's the culture
like within this company?





This is an energetic company culture where employees are eager to cooperate with others. There's an emphasis on brainstorming, feedback, and innovation.





Besides, we always value the growth of employees. We offer various in-house training to the entire staff on a regular basis. We also provide overseas seminars for outstanding members semiannually.

That would be great!



Key Vocabulary

Learn the new words and answer the questions.



energetic

(adj.) showing or involving great activity

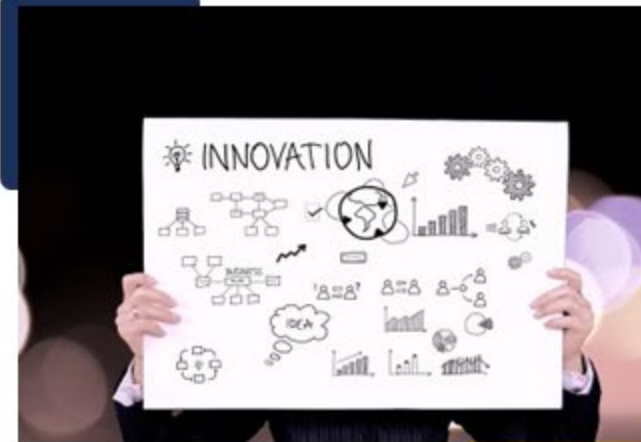
e.g. I'm glad to be part of this **energetic** company where everyone cooperates.



emphasis

(n.) the particular importance or attention that is given to something

e.g. The school puts a lot of **emphasis** on teaching children to read.



innovation

(n.) a new idea or method

e.g. The company is very interested in product design and **innovation**.



Dialogue Review

Have a role play and answer the questions.



Robert Phillips wants to raise a question after the interview.

Dawn: Well, that's the end of the interview. Do you have any questions for us?

Robert: Yes. What's the culture like within this company?

Dawn: This is an **energetic** company culture where employees are eager to cooperate with others. There's an **emphasis** on brainstorming, feedback and **innovation**. Besides, we always value the growth of employees. We offer various in-house training to the entire staff on a regular basis. We also provide overseas seminars for outstanding members semiannually.

Robert: That would be great!

Let's check the learning goal!



Robert Phillips wants to raise a question after the interview.

Dawn: Well, that's the end of the interview. Do you have any questions for us?

Robert: Yes. **What's the culture like within this company?**

Dawn: This is an energetic company culture where employees are eager to cooperate with others. There's an emphasis on brainstorming, feedback and innovation. Besides, we always value the growth of employees. We offer various in-house training to the entire staff on a regular basis. We also provide overseas seminars for outstanding members semiannually.

Robert: That would be great!



1. Raising Questions or Concerns

Learning Goals

Learn the key expressions and sentence structures.

∴ Questions About the Job



This is the ideal time to get more details about the **day-to-day responsibilities, expectations, and goals**.

Sample Questions:

- What does a **typical day** look like for a person in this position?
- Can you show me **examples of projects** I'd be working on?
- What are your **short and long-term goals** for a new hire with this job title?
- How has this **role** grown or adapted to suit the needs of the organization?
- What are the **biggest challenges** that someone in this position would face?



If you were to raise a question about the job, what would it be? why?

⋮ Questions About the Company



Asking questions about the company reveals that you've done your research. It gives you a better picture of the company's **outlook**, **values**, and **culture**. This also reveals that you are interested in growing with the company.

Sample Questions:

- How would you describe the **company's culture**?
- How would you describe the **company's management style**?
- Can you describe some of the **company's recent challenges and achievements**?
- What can you tell me about the company's **new products or plans for growth**?
- What are the current **goals that the company is focused on**?



Why do you think it's important to ask questions about the company?

Learning Goals

Learn the key expressions and sentence structures.

∴ Questions About Your Qualifications



This is the time when you can get a sense of **what the interviewer thinks about your experience and skills**, and if they think you are a good candidate.

Sample Questions:

- What **qualities** do you look for in a candidate?
- Do you have **any concerns** about my experience or skill set?
- Are there **reservations** regarding my fit with the role or company?
- What **attributes** does one need to have **to be successful** in this position?
- What are the **skills and experiences** you're looking for in an ideal candidate?



Is it necessary to ask questions about qualifications? Why or why not?

Semi-open Dialogue

Have a role play.

Scenario: Assume that the interviewer has just finished your interview, but you want to know more about the company, the job, and the qualifications. Raise or ask some questions or concerns.



∴ You can ask questions about the:



Job



Company



Qualifications

Coffee Break

Learn some statements that you should avoid saying in a job interview.

∴ Things That You Shouldn't Say in Your Job Interview



What does this company do?

This tells that you didn't prepare or research about the company ahead of time.



How much will my salary be?

This may imply that you are applying only for the paycheck.



I don't have any questions at all.

This may suggest that you aren't interested in the job and not willing to know more about the company.



Why is it important to be careful when asking questions in an interview?

Overview

Keywords and expressions:

energetic/ emphasis/ innovation

Questions About the Job:

What does a typical day look like for a person in this position?

Can you show me examples of projects I'd be working on?

Questions About the Company:

What are the current goals that the company is focused on?

How would you describe the company's culture?

Questions About the Qualification:

What qualities do you look for in a candidate?

Do you have any concerns about my experience or skill set?

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