

Instruction: **Read the text and do the exercises**

Business Interview

Activity1

Philip: You what? What do you mean? You've lost the DollarMart contract? Oh, Brian, tell me you're joking! That's our biggest contract and you've lost it! OK ... OK ... yes, I know you've had some personal problems recently. Yes, sure ... yes, I know our competitors have improved their offer, but really, Brian, these are just excuses. Oh, Brian, come on – you failed to meet agreed targets for the entire last quarter. We talked about this in your last performance review and I told you then it had to improve, and to be quite honest – it hasn't. Losing the DollarMart contract is the last straw. No, I'm sorry, Brian, that's it. That's your last chance. I'm going to have to let you go. Let you go. Yes, that's what it means, Brian. You're fired.

Hi, Jess. Can you put me through to Marcia in HR, please? Thank you.

Hi, Marcia. It's Philip here. Listen, I've had to let Brian go. He lost us the DollarMart account. Yeah, but it had been going on for a while, and he just wasn't pulling his weight any more. He'd been warned. His last performance review was really bad. He knew it was coming. So, we'll be looking for someone new and we'll need to decide on who t

* テキスト全文は受講時に担当講師よりお受け取り下さい。