



### A. Common Mistake (よくある間違い)

Read the article below and see if you can improve it.

下の文章を読んで、改善できる点はないか探してみましょう。

Company: I'm glad you're a team player. What else is important to be in sales?

Keiko: I think you have to love competition, and beating the other side.

Company: Yes, competition is a big part of sales. What other traits are important?

Keiko: Um, creativity? You need that to problem solve.

Company: Okay. What keeps you motivated on the job?

Keiko: Well, I like to please people, my team members. And I like to learn new things.  
Plus if there's a good salary, that helps too!

Company: Okay, thank you.

**B. Today's point (今日のポイント)**

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Check those points with your tutor.

講師と一緒に、以下のポイントを確認しましょう。

Think carefully about traits suitable for the position you are applying to. For example, if you want to be in sales, you should be assertive and have a competitive nature. In addition to that, it is better to show some key skills business people should have, such as creativity, innovation, and a willingness to take initiative.

When asked to discuss motivation for the job, avoid talking about things like salary and benefits; instead you can mention your intention to expand your career and the importance of career growth.

If you have the opportunity, emphasize your commitment to being an active team player. Business people, and companies in general, see this as being important to the success of their business.

**C. Natural Conversation (会話練習)**

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Read the following sentences with your tutor keeping today's points in mind.

Today's pointに注意しながら、以下の文章を読みましょう。

Company: I'm glad to hear you're a team player. What other traits do you think sales people should have?

Keiko: I believe competitiveness is a requirement for succeeding in sales. You have to be prepared to be compared to your competitors as well as your own colleagues.

Company: Yes, certainly. Good point. And what other skills are important to this job?

Keiko: I believe creativity plays a huge role in this field. I am very creative when it comes to problem solving.

Company: I see. So what keeps you motivated? How do you stay motivated to excel?

Keiko: I feel strongly that what keeps me motivated is when I am presented with an opportunity to learn new skills. Or when I am faced with a new challenge.

Company: Okay. Thank you. Well, we certainly have lots of challenges here!

**D. Practice (練習問題)**

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Answer the questions.

以下の問いに答えましょう。

1. Do you consider yourself a creative problem solver?
2. Are you assertive and confident? Explain why or why not.
3. What keeps you motivated at work?
4. Are you a team player, or do you prefer solitary assignments?

**E. Exercise (演習)**

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Do a rollplay with your tutor on the topic below using what you learned today.

今日学んだことを活かして、以下のトピックについて講師とロールプレイングしてみましょう。

In pairs, discuss what keeps you motivated at work. Try to avoid talking about salary or benefits, instead focusing on your commitment to the company, or your admiration for your colleagues.