

体验篇应聘信息产业的工作 PDF转换可能丢失图片或格式，
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https://www.100test.com/kao_ti2020/264/2021_2022__E4_BD_93_E9_AA_8C_E7_AF_87_E2_c96_264555.htm 应聘信息产业的工作

互联网已成为名副其实的当今最大的富翁制造工厂，网络人才变得越来越吃香，其中最走俏最赚钱的是下列三类人才：软件工程师、游戏设计师和网络安全师。 BASIC

EXPRESSIONS 基本句型表达 1) I have eight years of experience working in the IT industry. 我在信息技术行业已经有八年的工作经验了。 2) I have been working as a project manager for a dotcom. 我一直在一家网络公司当项目经理。 3) I have been searching for a

while now to find a company that had a business model and corporate philosophy like yours. 我一直在寻找一家具有贵公司这样商业模式和公司理念的公司。 4) I am excited and interested in the idea of developing business relationships through e-commerce. 我对通过电子商务发展商业关系的理念很感兴趣。

5) Who are your financial backers? 你们的金融资助者有哪些？

6) Who are the key competitors? 你们的主要竞争对手是谁？ 7)

Does the company have a plan for the IPO? 贵公司对新股发行有何计划？ CONVERSATIONS 会话 (A=Applicant I=Interviewer)

Dialogue 1 I: Tell me something about yourself and your past experience. A: I have eight years of experience working in the IT industry. For the past two years, I have been working as a project manager for a dotcom. I am also PMI certified. I am looking for a team environment where I can join the excitement of building a company.

I: What experience have you had that qualifies you for this position?

A: I have worked on a variety of projects and jobs in the high tech industry. I wanted to have the experience of working for a dotcom and have learned something about being in on the ground floor of a business.

I: What attracted you to this job? A: I've been searching for a while now to find a company that had a business model and corporate philosophy like yours. I am interested in working for a company that provides products and services to the K-12 education market. My background is in this field, and my strength is in building relationships and solving problems. I am excited and interested in the idea of developing business relationships through e-commerce.

I: What qualities do you think are important to this position? A: To have a combination of technical and business knowledge and to be very results-oriented. My past record shows that I have those qualities and more. Because of my business acumen and technical know-how, the teams I have managed accomplished outstanding results, including booking more than \$50 million in online revenue.

I: When have you been most motivated? A: When I have a specific project to complete, I like to know the specifics of a project from beginning to end. I like definite deadlines and I like to meet those deadlines. I expect some deviation from the original plan, but I try to stay focused and not let myself drift too far. I have great attention to detail and like to take my time and do it right the first time.

I: Why did you leave your last position? A: I set some goals for myself and my career, and unfortunately I am at a standstill in my current situation. I have begun to explore options available before I spend too much time in a job where I can't advance. My goal is to continue to take on

new responsibilities and be a key contributor to the success of an online venture. I: What are your salary expectations? A: I really need more information about the job before we start to discuss salary. I like to postpone that discussion until later. I: Do you have any questions? A: Yes, I do. Who are your financial backers? Who are the key competitors? Does the company have a plan for the IPO? What would you say is the best thing about your product or service? I: 说说你自己和过去的经历吧。 A: 我在信息技术行业已经有八年的工作经验了。在过去两年中，我一直在一家网络公司当项目经理，而且得到了项目管理协会的认证。我想找一个有团队精神的环境，共同体会创建公司的兴奋。 I: 你有什么样的经验能使你胜任这个职位？ A: 我在高科技产业完成过很多项目，做过不同的工作。我想在网络公司工作，并学会了一些商业上的基础知识。 I: 这份工作有什么吸引你的地方呢？ A: 我一直在寻找一个具有贵公司这样商业模式和公司理念的公司。我很兴趣为K-12教育市场提供产品和服务的公司工作。我有这方面的经验，我的优势就是能够建好人际关系并能解决问题。我对通过电子商务发展商业关系的观念很感兴趣。 I: 你认为这个职位最重要的品质是什么？ A: 同时具备技术和商业知识，而注重结果。我过去的履历表明我具备这些品质而且还有更多的品质。由于我在商业上很敏锐以及懂得技术，我负责的团队取得了显著的成绩，包括预订的在线收入超过五千多万美元。 I: 你什么时候最有动力？ A: 当我有一个特定项目要完成时，我想知道项目从头到尾的具体细节。我喜欢有个最后期限，同时喜欢在最后期限前完成任务。我知道会和原来的计划有所偏离，但我会把握好方向不让自己偏离

太远。我很注意细节，喜欢多花点心思把事情一次性做好。

I: 你为什么离开了以前的工作？ A: 我为自己和我的事业设定了一些目标，但不幸的是，目前情况下我一直处于停顿状态。我开始寻求各种可能的选择，不想在一个不能使我得到发展的工作上花费太多的时间。我的目标是继续接受新任务，成为在线企业成功的灵魂人物。 I: 你期望的薪水是多少？ A: 在讨论薪水前，我需要更多了解工作方面的事情。我愿意以后再讨论这个问题。 I: 你有什么问题吗？ A: 是的，你们的金融资助者有哪些？你们的主要竞争对手是谁？贵公司对新股发行有何计划？贵公司的产品或服务有何最大的优点？

project 项目 philosophy 哲学体系，哲理 combination 结合

acumen 敏锐 outstanding 突出的，显著的 revenue 收入,收益

motivated 有动机的，有积极性的 deadline 最后期限 deviation

偏离，误差 drift 漂流 standstill 停顿，停滞不前 contributor 贡

献者 venture 企业 backer 支持者，赞助者 PMI:Project

Management Institute 项目管理学会。凡是从事项目管理工作

或者对项目管理有兴趣的人都可以申请加入。 PMP : Project

Management Professional 项目管理专业人士 PMBOK : Project

Management Body of Knowledge 项目管理知识体系 MPM

: Master of Project Management 项目管理硕士学位 IPO : Initial

Public Offering 新股发行 K-12 education : K指kindergarten

，K-12教育是指从幼儿园到高中为止的教育体系。 1) I have

been working as a project manager for a dotcom. market analyst

senior consultant market researcher 我一直在一家网络公司作 项

目经理。 市场分析师。 高级顾问 市场研究员 2) I at a standstill

in my current situation. 我目前处于 停滞状态。 deadlock 僵局

halt 停止状态 3) The teams I have managed accomplished outstanding results. were high up in the pictures came to the top 我领导的团队取得了卓越的成果。 4) I have great attention to detail. 我特别注意细节问题。 pay give 5) Why did you leave your last position? did you come here for a job did you send in your papers (提出辞呈) 你为什么辞去原来的工作? 100Test 下载频道开通, 各类考试题目直接下载。详细请访问 www.100test.com