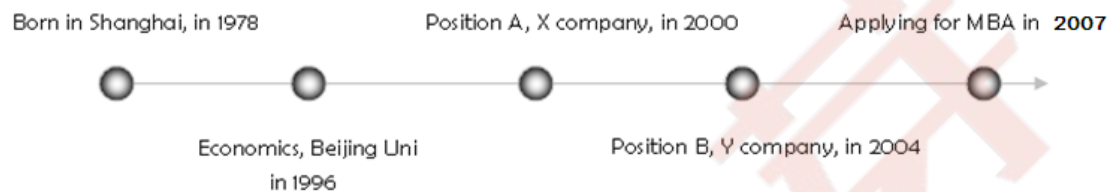




复试口语

1 自我介绍

- ✧ **Where are you born?**
- ✧ **Where did you have your education?**
- ✧ **Your working history?**
- ✧ **Your family?**
- ✧ **Your personal hobbies?**



1. **I was born in** Zhejiang Wenzhou in 1984, a city which is famous for business.
2. **I graduated from** Zhejiang Gongshang University and get the bachelor degree, **with the major of** Electronic Commence in 2006.
3. **After my graduation, I joined** Infosys China, which is one of the top software outsourcing company in the world. **My position, Quality Engineer**, after finished one project in China, **I was sent to the** Bangalore in India, the headquarters of Infosys to have two months performance testing training, **after I come back from India, I was promoted to be a team leader of a performance testing project.**
4. **Then, for some reasons, I changed my job to another company**, SAP Labs China, **and took the position of** Quality Management Specialist in Shanghai. **My responsibility is to** build the brand, promote sales, conduct marketing programs, and maintain public relations.
5. **Last year, I made the decision to pursue a MBA degree. I did this because** I felt more and more desired to improve my management knowledge and abilities as my job becomes increasingly challenging.
6. **Last year, I made the decision to pursue a MBA degree. I did this because** I desired to make a career change.
7. I'm married now, I got a nice husband and a loving little kid.
8. I'm still single, because I want to develop my career before marriage.

Important structures

- ✧ I was born in _____,
- ✧ I graduated from _____ University, with the major of _____
- ✧ After my graduation, I join _____ company, and started working as a _____

- ✧ I'm responsible for_____
- ✧ For some reasons, I changed my job to_____ ,
- ✧ I took the position of_____, and was responsible for_____
- ✧ I was promoted to_____ X years ago, based on my performance.

2 教育背景

Tell me your educational background in details

I got my Bachelor's Degree (College Degree) from Beijing University in 2000, **and my major was** Business Administration. **This major aims to teaching the students** economic and management knowledge, **and train them the ability of** solving economic problems. **We had a wide range of courses during college, such as** economics, mathematics, marketing, accounting and so on.

Besides my own major, I also took other courses like Computer Science. **I was diligent in college and my grades were among the tops.** In fact, **I was awarded scholarships for 3 times in a row.**

I also actively took part in various campus and social activities. For example, I was the president of the students' Union for 3 years, **during which my practical abilities were improved a lot.**

Above all, my college has offered me a solid theoretical foundation, which proved to be very beneficial to my later career development.

Important structure

- ✧ This major aims to teach us_____
- ✧ I had many courses in college, but I particularly like_____, because_____
- ✧ My grades were _____ in college
- ✧ I actively took part in many activities, such as_____

Important words to remember

Bachelor's Degree	College Degree
Courses	Major
Take part in	Diligent
Campus and social activities	Grades
Practical ability	Award
Theoretical foundation	Scholarship
Beneficial	Career development

3 工作经验

Tell me your working experience in details

I have been working for 7 years since my graduation from college.

I started my first job in Sony, a world famous company which produces Digital & Electronics products. **My position was** a salesman **at that time, responsible for** building sales in Shanghai area. 2 years later, **I was promoted to** the Sales Manager of Shanghai, based on my work performance.

Then, for some reasons, I changed my job to another company, LG, after working in Phillips for 3 years. **My position** in LG **was** the Marketing Manager of eastern China, **mainly responsible for** improving sales, promoting brand image, and strengthening public relations.

My job in LG **was greatly appreciated, and I was awarded** Outstanding Employees for many times. **The biggest accomplishment during my work was that** I improved sales by 20% and cut operating cost by 15% in 2 months in 2005, Looking back upon my work history, I'm so proud that my experience and practical ability has been improved so much. However, I guess it's still not enough to meet the work challenges, that's why I took MBA last year.

Important structure

- ✧ I have been working for _____ years since my graduation from college
- ✧ I started my first job in _____, and my position was _____, responsible for _____
- ✧ My job was appreciated, and I was awarded _____
- ✧ The biggest accomplishment during my work is that _____
- ✧ My management experience and personal ability have been improved a lot.

4 你的长处和短处是什么？

Your own strengths:

I'm a fast learner: I learn things very fast, and I can adapt to new environment in a short time;

I have good analytical and problem solving skills, which will help me a lot during my MBA;

I have a potential of management and leadership, which was demonstrated and recognized in my company, but I still want to get it improved systematically in Jiaotong University.

Your own weaknesses:

Talking about my weakness, I think I should work on my management ability. You know, I have a technical background, so sometimes I have problem to manage things and allocate resources properly, assign people with tasks, or keep things under control. That's why I'm eager to improve my management in this MBA program.

fast learner

adapt oneself to

analytical and problem solving skill

potential of management and leadership
appreciated and recognized
improve systematically
management knowledge
keep things under control

5 在空余时间有什么爱好?

There are a lot of things that I do in my free time. As people say, all work and no play makes Jack a dull boy, and I perfectly understand the importance of relaxation after work.

I like sports very much and football is my biggest favorite. It's always great to get together with my mates on weekends, and keep running around the ground for a few hours. It makes me physically stronger and totally refreshed.

I also like reading much. Not too many people today can really sit down and read a book for more than 2 hours every day. But as I think, reading is a rewarding hobby, as it can make you mentally smarter.

One more thing, I like to travel around. I enjoy talking to new people and get to know new customs and places.

核心句型，因果逻辑

My biggest hobby is sports, because it can make me physically stronger.

Traveling is my biggest hobby because_____

I also like computer games a lot, because_____

6 为什么以前曾经辞职?

Well, I think there are many reasons why I quit my job 2 years ago from Sony to Samsung.

First of all, the incentive system in Sony was not very good. I mean, personal benefits are not closely related to ones work performance, so people would lack motivation to work hard;

Another reason is that there was limited room for my further career development. My goal was to become the CFO in a giant company, but the opportunity was slim in Sony;

The last reason was that the job was not exactly what I liked most. In fact, I prefer a bit more challenging job, but my work in Sony was a little routine, and my interests and abilities could not be fully put into play.

Whatever the reason, I'm still thankful to Sony, which had offered me a very good opportunity to develop my abilities and improve my management skills.

there are many reasons why.....

quit the job from A to B

relate benefits and performance together

have motivation to work
there is room for career development
my goal is to become
prefer challenging job
routine jobs
put interests into play
develop ones abilities

7 过去工作中最大的成就是什么？

Actually, my past work experience is a chain of failures and achievements!

Yet, talking about the biggest achievement, I think it was 2 years ago, when I was the Manager of Logistic Department in an E-business Company, dangdang.com.

The problem facing the company at that time is that it was troubled with high operating cost and low delivery efficiency. **In order to make the situation better**, I worked with my mates on the Information System for half a year, and also brought forward our plans of how to better our warehouses and deliveries.

The job was well done, and we successfully cut operating cost by 20%. **It was because of this that I was** promoted to the Vice president of this company.

- ✧ Talking about my biggest achievement, I think it was_____ when I was_____
- ✧ The company is troubled with_____
- ✧ To make the situation better, we_____
- ✧ We successfully_____

8 你的上司和同事如何评价你？

(How the hell can I know?! I never ask them about that!)

I guess my boss would say about me like this: "Samuel? He is a good guy, He **worked very hard** and his **work performance** was always good. He always **fulfilled the objectives** efficiently and he had **made great contribution** to the growth of our company. His **teamwork ability** was perfect, and he knew how to **cooperate with others** to get job done. What's more, he had demonstrated **huge potential of management and leadership**. He was **creative, flexible and adaptive**. Last, he had good **infinity** and **human skills**, and **communication ability** is great."

As to my mates, I think we have good relations both in the office and after work. To them, I'm an amicable friend to get along with, a humorous person to talk with.

work performance
fulfill the objective

make contribution to
teamwork ability
cooperate with other people
infinity / human skills
Get along with people well

9 结婚了吗？有没有孩子？简要介绍一下你的家庭？

There are 3 members in my family: father, mother, my sister and I. **My father is** a government official in Reform and Development Committee. He has been working on his position for years and has devoted himself so much to the economic progress of my hometown. **My mother** has retired because of her health. I also have an **elder sister** who is working in Commercial Bank. I'm lucky that I have such a warm and loving family, and they've given me so much unconditional love.

My father is the one who has the most profound influence on me. He is a businessman, and he knows a lot about how to run his business in a profitable way. I believe that my sense of business is at least partly related to his influence over the years.

I'm happily married now, and I have a nice wife, along with a cute boy.

I'm still single, because I want to develop my career before I settle down in marriage.

10 如果面试失败，你会如何？

A: What if you fail this time?

B: Possible but ready.

A: How are you going to feel?

B: I will be sad. I've been waiting so long for this moment to come, and I've been making so many efforts to prepare for this. And if I fail, no denial, I would be sad, as it is human nature to be sad when work hard doesn't paid off.

A: But 40% of those who take interview today are going to be sad, so why not you?

B: Yes, that's the story, there are a lot of outstanding mates waiting outside, so why not me? Actually, I think I have tried my best, and I'm trying my best in this interview, and I'm confident I will stand out, though it's possible I will not.

11 为什么报考 MBA?

Well, it was 2 years ago that I had the thought that I wanted to pursue a MBA degree.

First of all, as I got higher on the position ladder, and assumed bigger responsibility, I began to feel that my management ability was gradually pulling me back in my career development.

Second, I take MBA because I want to have a career change. I started working as an engineer 5 years ago. I know how to develop new products, but I'm not very good at marketing these products and convert them into profits. That's why I hope MBA would help

me in this respect.

pursue a MBA degree	
position ladder	
assume bigger responsibility	
management ability	
pulling me back	
career development	
career change	
develop new products	

12 为什么选择我们的学校?

- ✧ I choose Jiao tong /Tong ji University because it's the most suited to me.
- ✧ Jiao tong /Tong ji University has a long and brilliant academic history.
- ✧ It's my personal preference to study in Jiao tong /Tong ji University.
- ✧ It has always been famous for its business education.
- ✧ Its teachers are the best and greatly experienced in teaching.
- ✧ Teaching methods are diverse and interesting.
- ✧ It has been actively involved in international academic exchanges.
- ✧ Its MBA program is global-oriented.
- ✧ It also has advanced teaching facilities.
- ✧ There is a good learning atmosphere here.
- ✧ All those these appeal to me very much.
- ✧ I heard Jiao tong /Tong ji University is particularly good at marketing, which is what I want to concentrate in my MBA study.
- ✧ Its learning schedule and timetable is appealing to me.

most suited		academic exchanges	
brilliant academic history		global-oriented	
personal preference		advanced teaching facilities	
famous for its business education		learning atmosphere	
experienced in teaching		appeal to	
Teaching methods		learning schedule	

13 你了解我们的学校吗?

JIAODA /TONGJI University is one of the oldest and one of the most famous universities in China.

Over the years, it has been dedicated to foster high quality students for the economic growth

of our country. Right now, JIAODA University has been put priority of higher learning education development in China.

It has advanced teaching facilities and best talented teachers from both at home and abroad. It also actively participates in various international academic exchanges, and its research capability is greatly recognized and appreciated in the world.

JIAODA also has one of the best MBA programs in China. For a long time, it has sent hundreds of well-trained senior managers to the market, and has made huge contribution to our modernization of management. I'm sure there will be so much for me to benefit in the coming 2 years.

one of the most famous universities	
dedicated to	
foster high quality students	
higher learning education	
advanced teaching facilities	
both at home and abroad	
well-trained senior managers	
research capability	
actively participates in	

14 你认为你做一个 MBA 学生合格吗?

Well I think I do.

First, my score of the written exam is not bad, which means I have good language proficiency, sound logic ability, and required intelligence, which are important requirement of MBA student.

Second, I have many achievements in my past work history, and I have also demonstrated much individual potential on my job, like leadership skills and communication ability.

Third, my learning ability is good, which means I won't be exhausted in my coming MBA study.

score of written exam	
language proficiency	
sound logic ability	
requirement of MBA student	
past work history	
demonstrate leadership skills	
learning ability	

15 你对于 MBA 详细的学习计划?

Well I think I do, though it's not as detailed as my daily timetable.

I guess my MBA study will fall into 3 steps.

For the first couple of months, I will basically focus on textbooks. I mean I will try my best to learn elementary MBA courses, like management science, the art of decision making, finance, marketing and alike. Through the first step, I expect to lay a solid theoretical foundation for my further learning.

During the second step, I will find chances to put my knowledge into full play. There are actually a lot of ways to do it, like case study, management practice, forum, simulation, intern and etc. By doing these, I expect to have some hands-on experience of how these theories can be best used in real world,

As to the last step, I will try to position myself in the working world by what I have learnt. Say, I find out I'm especially good at finance, so why not join famous companies like Morgan Stanley?

focus on textbooks	
elementary MBA courses	
management science	
decision making	
lay a solid foundation	
put into full play	
hands-on experience	

16 你认为你会在 MBA 学习中受益吗?

Hugely!

The benefits are:

My strengths will be strengthened and my weakness will be weakened.

Seriously, I reckon I will benefit in the following.

To start with, my business knowledge will be enriched. By learning those scientifically designed curriculums, like economics, management, finance and marketing, I will more deeply than ever understand how the business world really goes around.

Second, I guess my mindset will be changed. I mean I will have a brand new way of looking at problems, by learning new approaches of decision makings. One more thing, my leadership skills will be promoted and I will know better how to conduct business in my future work.

Last, my business network will be expanded by getting to know many talented classmates, and I will have clearer ideas of how to develop my career in the future.

enrich business knowledge	
scientifically designed curriculums	
mindset will be changed	
develop ones career	
conduct business	
business network	
new approach of decision making	

17 你在将来 5 年的职业规划如何？

This is a personal question, and I can't guarantee it's what you want.

企业精英型

- 5 years from now, I would see myself as one of the major players in a giant multinational company.
- I expect to become a CEO of a financial firm 5 years later.
- I desire to become a CFO of a stated-owned enterprise in 5 years.
- I set my goal of becoming the senior manager in a consulting firm 5 years from now.

Why do you desire to become a CFO of a stated-owned enterprise in 5 years?

First, I've always been hugely interested in financial job, so I guess I will take finance-related jobs after MBA graduation.

Second, I want to take some positions of real and big responsibilities,

自己创业型

Future is unpredictable, but it's never bad to have a plan, isn't it? It's my dream that I want to run my own business after this MBA program. What exactly I want to do is that I will probably open an e-business company all by myself. I think I'm doing the right thing at the right time, since internet economy is the most promising industry today, and more and more people will flock to the internet to shop. To answer your question just now, I expect myself to be the CEO of a private-owned e-business company 5 years later.

I expect to become	
I desire to become	
I set my goal of becoming	
I want to run my own business	

18 工作经验对于 MBA 来说重要吗？

Well, as far as I see it, working experience is important, but not prerequisite for MBA study.

Working experience is important because, first of all, students with experiences will have

clearer targets of what they want to learn during their study. For example, a student with a technical background will focus on the learning of economic and managerial knowledge. Secondly, students with work experience will choose to look at and analyze problems in a different way. A financial formula which is no difference from a pure mathematical equation to a college student will convey deeper underlying meanings to a MBA student. A college student wonders why he has to learn this or that, but a MBA student knows exactly why. A college student wonders how to use the knowledge in real world, but a MBA student does.

So working experience serves as a guide in MBA study.

19 如何看待英语在 MBA 中的重要性的？

There is no doubt that English is very very important in MBA study.

To begin with, almost all of the modern economic and management theory is coming from the developed English speaking countries. If we better master this language, we will not only feel easier to learn the knowledge, but will also much more deeply understand them.

Secondly, MBA students usually have classes given by foreign teachers. What's more, students with better English ability will have more opportunities to be selected as exchange student to other countries for academic activities.

Lastly, students with good English will be more likely to find better jobs with higher salary after graduation. As we know, most of the top international companies usually have high requirements of English proficiency.

modern management theory	
English speaking countries	
master this language	
deeply understand	
be more likely to	
have more opportunities to	

20 MBA 毕业后一定会找到更好的工作吗？

First of all, I want to make sure that I apply for MBA not because I expect to find a better job. The real reason for my application is that I desire to improve my management knowledge and other related skills during these 2 years,

What's more, it's not easy to say if we can find better jobs or not. Finding a job is a mutual choice, with companies opening positions and looking for the qualified candidates, and with students making detailed self-assessment and trying to find the best employers. Better job is obtained only if these two demands are perfectly matched.

Last, the job market is always changing, according to the overall well-being of the economy, If the entire business is good, the demand for MBA will also increase, and vice versa. Anyway, my point is that: when you are improving the right things at the right time, there will always be right positions for you right after your graduation.

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