

Lesson 1: You & Your Job

1.2: Conversation Strategy



Conversation

Strategy:

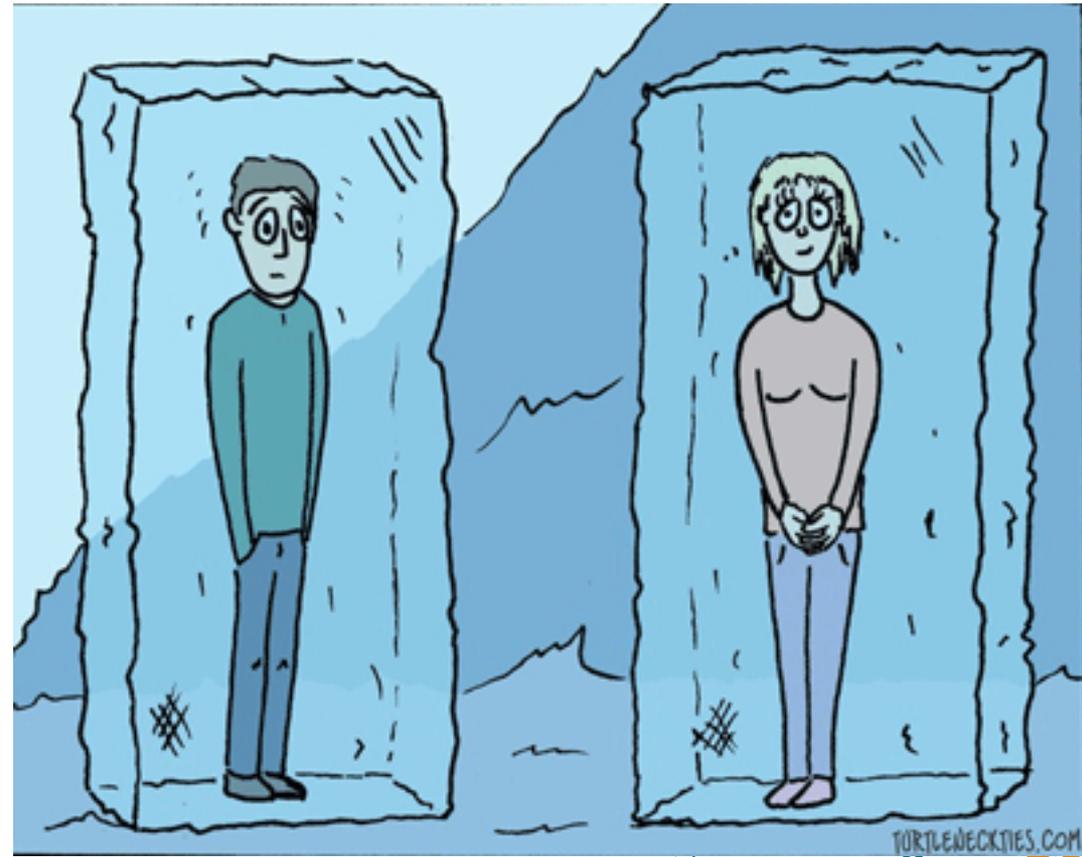
Let the

conversation flow



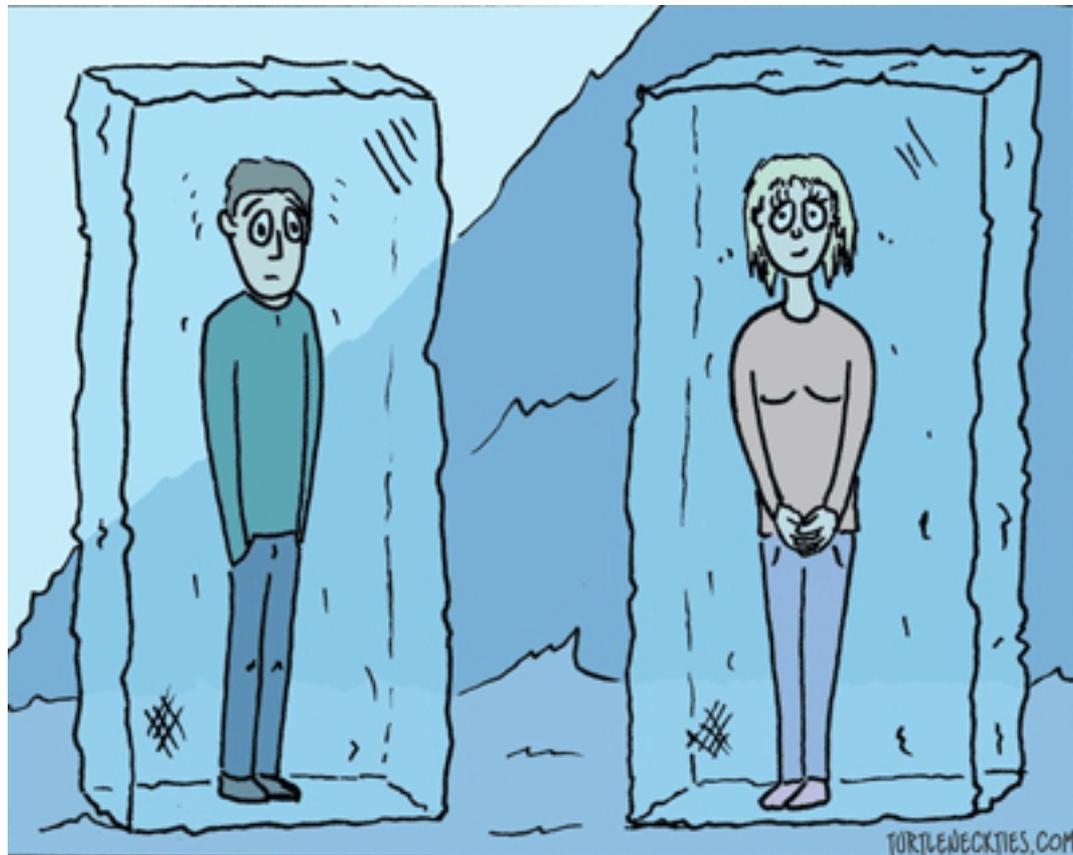
First, break the ice:

- “Hi, I’m Christina. I don’t think we’ve met...”



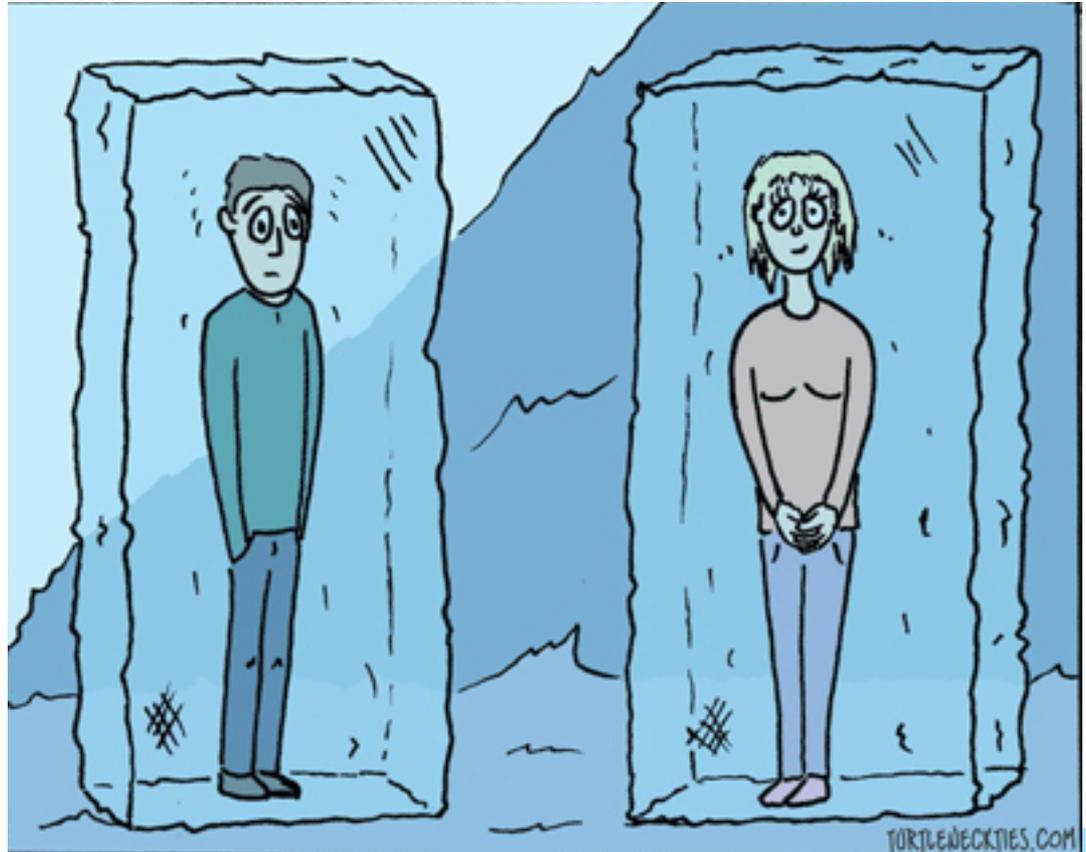
First, break the ice:

- “Were you here last year?”



First, break the ice:

- “You look familiar... Have we met before?”





*Good conversation is like
ping-pong*





Let the conversation flow

You look familiar... Have we met before?

Maybe. Were you here last year?

No, it's my first time for this conference.

Hmm, then maybe not. I'm Lisa, nice to meet you!

Yeah, you too. I'm Matthieu, I work at IBM.

So what do you do at IBM exactly?

I'm in the HR department, hiring, training, things like that.



Asking about the other person

- **Where they're from**

"So, where are you from?"

"So whereabouts are you from in France?" = What part of XXX are you from?



Asking about the other person

- **Their job**

“So, what do you do exactly?”

- **Their work history**

“And how long have you been doing that?”

“Have you been there for a long time?”



Asking about the other person

- **Their start in their current company**

"How did you get started at..."

"So, how did you get started at Dupre Software?"



Asking about the other person

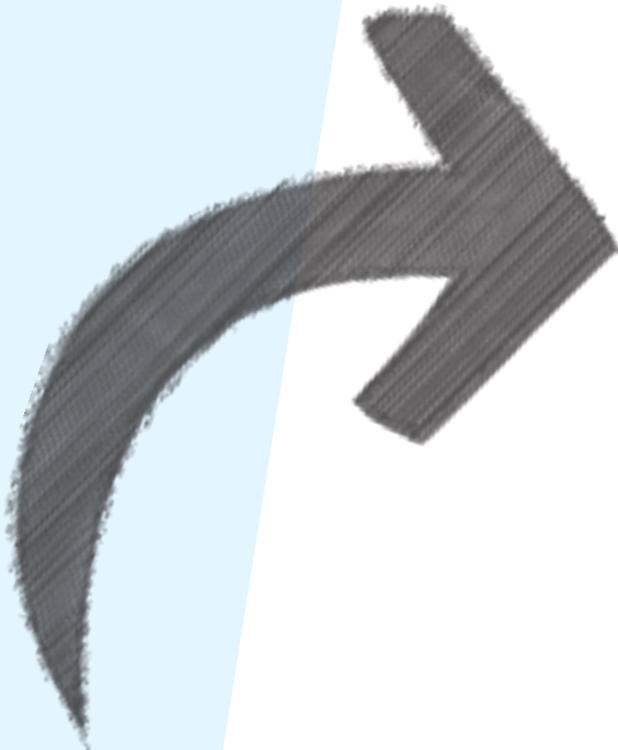
- **Their professional interests**

"How did you get into...?"

"So, how did you get into project management?"



*Tired of talking
about yourself?*



“And what about you?”

**“And what about you?
(repeat the question)?”**



...and the conversation continues!

And what about you? How did you get into IT?

Computers were always my thing, and so I did my degree in computer engineering.

OK...

And after that I got my first job as an assistant programmer.

Got it...

And I worked my way up from there!



Asking about the other person

Don't make a presentation

Like ping-pong:
Go back and forth!

Don't dominate the conversation!
Share speaking time (and responsibility for continuing the conversation!)



Recap: Break the ice

1. Hi, I don't think we've met.
I'm...
2. Were you here last year?
(annual conferences, trade
fairs, etc.)
3. You look familiar... Have we
met before?



Recap: Asking about the other

1. So whereabouts are you from in XXX?
2. So what do you do exactly?
3. How long have you been doing that?
4. How did you get started at...?
5. How did you get into...?



End-of-lesson inspiration



*In order to succeed, you
must first believe that
you can do it.*

Next up:

1.3: Zoom on English

American English: 
Confident
Conversation Skills