

35 Headhunters, Inc.

Activity type	Matching and role-play
Number of students	Minimum 8; maximum 20. Groups.
Business functions practised	Socializing; persuading
Lexical area	Small talk
Grammar involved	Present Simple, Present Continuous, Present Perfect, future tenses

Setting up

Photocopy Game Sheet 35a and cut out enough role-cards for each student in the class to receive one. Give half your students role A and the other half role B. Copy and cut up one or both of the small talk sheets (Game Sheets 35b and 35c), depending on the size of your class. (One sheet has small talk topics for up to ten students.) Give each student one of the twenty small talk cards, making sure that the As and the Bs receive corresponding small talk cards.

Playing the game

Go over the role-card texts with the class to make sure your students understand the task, which is to find the person who is chatting about the same topic, see if the passwords go together, and then go on to role-play a job offer. Then give your students a moment or two to think about their small talk topics and to prepare a few questions or comments. When everyone is ready, ask the students to stand up and mingle until they have found their partner and completed the role-play. When the role-play is over, students may sit down and you can gather the socializing topics and phrases on the board, as well as finding out what persuasion strategies the headhunters used successfully.

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Role cards

Role A You work for *Headhunters, Inc.* Your company is interested in recruiting a certain person for an exciting job. A business conference in your town is just ending and you know that the person you are looking for will be at the closing cocktail party this evening. It is your job to find this person, who is a stranger to you, and clinch the deal! As discretion is most important, you have arranged to find each other by chatting about the same thing. When you meet the person whose topic of conversation is the same as yours, you will both try out a pre-arranged "password". If sentence and response go together, you have found the right person and can explain your job offer.

Role B You have an interesting and well-paid job but you know that *Headhunters, Inc.* has been trying to reach you. It is the final day of a business conference and you plan to attend the closing cocktail party this evening. You have arranged to meet a contact person from *Headhunters, Inc.* who is a stranger to you, at the party. Since your present boss will also attend the party, you must be discreet, so you have arranged to find each other by chatting about the same thing. When you meet the person whose topic of conversation is the same as yours, you will both try out a pre-arranged "password". If sentence and response go together, you have found your partner and can find out more about the job offer.

Role A You work for *Headhunters, Inc.* Your company is interested in recruiting a certain person for an exciting job. A business conference in your town is just ending and you know that the person you are looking for will be at the closing cocktail party this evening. It is your job to find this person, who is a stranger to you, and clinch the deal! As discretion is most important, you have arranged to find each other by chatting about the same thing. When you meet the person whose topic of conversation is the same as yours, you will both try out a pre-arranged "password". If sentence and response go together, you have found the right person and can explain your job offer.

Role B You have an interesting and well-paid job but you know that *Headhunters, Inc.* has been trying to reach you. It is the final day of a business conference and you plan to attend the closing cocktail party this evening. You have arranged to meet a contact person from *Headhunters, Inc.*, who is a stranger to you, at the party. Since your present boss will also attend the party, you must be discreet, so you have arranged to find each other by chatting about the same thing. When you meet the person whose topic of conversation is the same as yours, you will both try out a pre-arranged "password". If sentence and response go together, you have found your partner and can find out more about the job offer.

<p>Topic: the weather A</p> <p>Password: You say <i>Please help yourself to a drink.</i> Your partner answers <i>Not just now, thanks.</i></p>	<p>Topic: the weather B</p> <p>Password: Your partner says <i>Please help yourself to a drink.</i> You answer <i>Not just now, thanks.</i></p>
<p>Topic: the conference A</p> <p>Password: You say <i>Can I give you a hand?</i> Your partner answers <i>There's no need, thanks.</i></p>	<p>Topic: the conference B</p> <p>Password: Your partner says <i>Can I give you a hand?</i> You answer <i>There's no need, thanks.</i></p>
<p>Topic: the hotel you're staying at A</p> <p>Password: You say <i>Have a good weekend.</i> Your partner answers <i>Thanks. The same to you.</i></p>	<p>Topic: the hotel you're staying at B</p> <p>Password: Your partner says <i>Have a good weekend.</i> You answer <i>Thanks. The same to you.</i></p>
<p>Topic: hobbies A</p> <p>Password: You say <i>I'm afraid I can't make it this evening.</i> Your partner answers <i>What a pity! Another time, perhaps.</i></p>	<p>Topic: hobbies B</p> <p>Password: Your partner says <i>I'm afraid I can't make it this evening.</i> You answer <i>What a pity! Another time, perhaps.</i></p>
<p>Topic: cars A</p> <p>Password: You say <i>Cold for the time of year, isn't it?</i> Your partner answers <i>It certainly is!</i></p>	<p>Topic: cars B</p> <p>Password: Your partner says <i>Cold for the time of year, isn't it?</i> You answer <i>It certainly is!</i></p>

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Small talk cards

<p>Topic: your families A</p> <p>Password: You say <i>Let me take your coat.</i> Your partner answers <i>Thank you, that's very kind of you.</i></p>	<p>Topic: your families B</p> <p>Password: Your partner says <i>Let me take your coat.</i> You answer <i>Thank you, that's very kind of you.</i></p>
<p>Topic: sport A</p> <p>Password: You say <i>Would you like to join me for a drink?</i> Your partner answers <i>Thank you. That's a good idea.</i></p>	<p>Topic: sport B</p> <p>Password: Your partner says <i>Would you like to join me for a drink?</i> You answer <i>Thank you. That's a good idea.</i></p>
<p>Topic: holidays A</p> <p>Password: You say <i>Well, here's to the success of the project!</i> You partner answers <i>I'll drink to that! Cheers!</i></p>	<p>Topic: holidays B</p> <p>Password: Your partner says <i>Well, here's to the success of the project!</i> You answer <i>I'll drink to that! Cheers!</i></p>
<p>Topic: something in the news A</p> <p>Password: You say <i>Do you mind if I smoke?</i> Your partner answers <i>I'm afraid this is a non-smoking area.</i></p>	<p>Topic: something in the news B</p> <p>Password: Your partner says <i>Do you mind if I smoke?</i> You answer <i>I'm afraid this is a non-smoking area.</i></p>
<p>Topic: food and restaurants A</p> <p>Password: You say <i>Remember me to David.</i> Your partner answers <i>Certainly. I'll be glad to.</i></p>	<p>Topic: food and restaurants B</p> <p>Password: Your partner says <i>Remember me to David.</i> You answer <i>Certainly. I'll be glad to.</i></p>