

## Unit Quiz 1B

Teacher: Good morning. Today we are talking about confidence and, more importantly, how self-confidence is essential. When you have finished this course and you are working as a sales representative, you are going to understand the importance of being confident and enthusiastic. So we are going to begin with a confidence-building exercise and we'll work in small groups of three.

OK. Now I want you to think of an achievement, something you are proud of. Then I want you to share this information with the people in your groups.

Speaker 1: My greatest achievement has been running a marathon. When I was a teenager I didn't really like sports, and I never ran. Then two years ago a friend of mine told me about running a marathon. I started training with her. At first it was just for fun, and then I really started enjoying it. Then last year I ran my first marathon. I didn't break a record or even win a medal. But I felt great about myself, and the success has really given me much more confidence.

Speaker 2: I think that passing my driving test has been my greatest achievement. I decided that I really wanted to learn how to drive and to have my own car. So I set a goal for myself to pass my test in six months. I rose to the challenge and really tried hard. I never missed a lesson and I passed my test last week!

Speaker 3: OK. Well, before starting this course I had a job in an office. I didn't enjoy the job. The hours were long and the people I worked with were so serious. Nobody had a sense of humor in the office and it was so dull. So I decided to face one of my biggest fears. The fear of change. I left my job and started this course. I believe that this is going to prepare me for a job that I will find interesting.