

Career Planning

1. Useful Expressions

- What are your long-term career goals?
- What are your career **objectives** in 5 years?
- What is your career plan? How do you plan to achieve it?
- What are your short-term and long-term career objectives?
- Would you describe yourself as **goal-driven**?
- What will take you to **attain** your goals?
- Where do you see yourself in five years?
- What do you expect to be doing in five years?
- What **specific** goals have you **established** for your career?

➤ What steps have you taken toward attaining your goals?

2. Keywords

| | |
|---------------|-------------|
| objective | 目标，目的 |
| goal-driven | 目标驱动 |
| attain | 实现，达到，得到 |
| specific | 明确的，具体的 |
| establish | 确立，制定 |
| primary | 首要的，主要的，最初的 |
| professional | 专业的，职业的 |
| demonstration | 证明，展示，显示 |
| orientation | 方向，目标 |
| accomplish | 完成，实现 |

persistence
capability

坚持不懈，执意
素质，能力

3. Conversation

A=Applicant I=Interviewer

Conversation 1

I: What are your career objectives in 5 years?

A: My **primary** objectives at present are to learn as much as possible about your company's product, organizational structure, and **professional** sales techniques so that I may become the most productive member of your sales team in 5 years.

I: Would you describe yourself as goal-driven?

A: Yes, and I **demonstrated** my goal **orientation** when I was pursuing my Bachelor's degree. I am very proud of the fact that I set a goal of reading 20 books by the end of each semester, and I **accomplished** that.

Conversation 2

I: What are your short-term and long-term career objectives?

A: In short-terms I want a good start in a company like yours, improve my skills and **capabilities** and become a very qualified financial consultant. In long-term after having an experience of about 10 years I want to become an excellent portfolio manager and finally see myself at the top management level where I will be sharing my knowledge and experience with company employees.

I: What will take you to attain your goal?

A: I believe **persistence** pays off.

面试技巧小贴士

面试官问及职业规划这个问题的目的是想了解求职者的求职动机及其对职业发展的思考。所以此时应聘者需要传递给面试官的信息应包括三个方面：

- 第一， 你是有备而来的，因为对自己是有职业规划的，所以求职投简历都是经过一番思考的，而不是海投的结果；
- 第二， 表明自己的优势，体现出自己是这份工作的不二人选；
- 第三， 你有着良好的职业规划，清楚的知道自己未来三到五年的计划和打算，表明你是符合企业要求的稳定型员工。