

# 8

## Looking for work

- How many different ways are there of finding jobs?
- Where can you find job vacancies in your area?
- Do you know people who are working? How did they find their job?
- What kind of work do you like?
- What kind of job do you want?



### What you will do

This unit is about looking for and applying for work. These are the skills you will practise. Which are most useful for you? Tick the boxes.

### Listening and speaking

#### Skill

- Listen for general meaning in conversations about jobs
- Listen for detail in short explanations about job vacancies
- Listen for main points to get key information about jobs
- Ask for and give information about job vacancies
- Ask for and give information about jobs

#### Skill code

- Lr/E2.1c, 2d
- Lr/E2.2a, 2b
- Lr/E2.3c
- Sc/E2.2d, 4a
- Sc/E2.1a, 1b, 3a, 3b

### Reading and writing

#### Skill

- Read to find information in job advertisements
- Understand main points about body language
- Read job application forms
- Write additional information on an application form
- Fill in forms for job applications

#### Skill code

- Rt/E2.1b, 2a
- Rt/E2.1b; Rs/E2.1b
- Rw/E2.1a, 4a
- Wt/E2.1a; Ww/E2.1a, 2a
- Wt/E2.1b; Wt/E2.1a

### Project work

At the end of this unit you will visit the job centre to find information about a job.

# Describing jobs



## Activity A • New words

- 1 Look at the pictures. Match the pictures to the jobs below. Use a dictionary to look up any new words in the list.
- 2 Work in pairs. Talk about where these people work and what they do. Complete the table. Use these phrases – *look after*, *deal with*, *work with*, *work in*, *work for*. Write the meaning of any new words in your own language.

Jobs	Where they work/what they do	Your language
A doctor	works in a clinic or hospital and looks after sick people	
An estate agent		
A nurse		
A politician		
A firefighter		
A lawyer		
A paramedic		
A journalist		

## Activity B • Listening to a radio report

1 Work in groups. Decide on five jobs you like most and five you don't like. Tell the others in the class what you think.



2 Listen to a report from a radio station. They asked listeners to phone in and say which jobs they liked most and which they liked least. Write the results in the table.

Top jobs	Worst jobs

3 Compare the results from the radio report with your group's results. Were there any surprises?

4 Here are some more jobs. Do you know what work these people do? Use a dictionary to look up the meaning of any new words.

security guard   engineer   technician   chef   carpenter  
secretary   sales assistant   architect   accountant



5 Listen to the names of these jobs. How many syllables can you hear?

architect    carpenter    doctor

lawyer    nurse    paramedic

politician    technician



6 Listen again and underline the stressed syllable.

Architect

# How a company gets good staff

## Activity A ● Listening: explaining your job



Listen to a conversation in an office. First you will hear Bill Martyn. Then you hear his new assistant, Ellen Jackson. They are talking about their work.

Listen for key words and complete the sentences.

Bill Martyn is a .....

He deals with .....

## Activity B ● Language: focus on time markers

Use the time markers *next*, *first*, *finally*, *then*, to talk about when things happen.

Bill advertises a vacancy.

Applicants send in their application forms.

People on the shortlist get an interview.

One person gets the job.

## Activity C ● Vocabulary

Complete these sentences with verbs from the conversation.

To re .....means to hire a new member of staff.

To sh ..... means to put the good application forms together.

# Job vacancies

## Activity A • Reading advertisements for jobs

Here are two job vacancies.

A

## VIDEO PACKERS REQUIRED

*£5.82 – £6.00 per hr*  
Work permits essential

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CALL NOW!

Ask for Lucy on 7770483.

B

## RETAIL WORK

P/t Exton area

2 days per wk

Tel: 0870 542 5693  
11am–8pm

- 1 Read the two advertisements. Talk about any differences.
- 2 Look at these short forms from the advertisements. Write down what they mean.

per hr ..... per wk ..... tel ..... p/t .....

Now write the short form of these words: full-time ..... per year .....

- 3 Complete the table with information from the two advertisements. If information is missing, leave a space.

Information	A	B
Job title		
Part-time or full-time		
Temporary or permanent		
Hours		
Pay		
Experience needed		
How you apply		



# Phoning about a job

## Activity A • Listening: asking questions about job advertisements

1 Vanessa Mendez saw the job advertisement for part-time retail work that was shown on page 5. What other information does she need? What questions can she ask when she phones?

### Things Vanessa needs to know

Temporary or permanent?

P/t or f/t? .....

Experience? .....

### Her questions

Could you please tell me, is the job .....

Can I ask, is ..... ?

Are you looking for someone with ..... ?

 2 Now listen to Vanessa phoning to find out more about the job. Are your ideas the same?

 3 Listen again. Make notes about what she says.

Greets + says why phoning	<i>Hello, I'm phoning about</i> .....
Question 1	<i>Could you tell me, is the job</i> ..... ?
Question 2	<i>Are you looking for someone</i> ..... ?
Question 3	<i>What time do I</i> ..... ?
Repeats some details	<i>That's 10 on</i> .....
Asks for address	<i>Can you tell me the</i> ..... ?
Gives her name?	<i>It's</i> ..... ?
Spells it	<i>It's V-A-N-E-S-S-A</i> .....
Ends phone call	<i>Thank you. Goodbye.</i>

 4 Listen again and practise Vanessa's words.

### Remember

- When we ask questions about two possibilities, the voice goes up on the first question and down on the second. Temporary or permanent? Full-time or part-time? One evening a week or two?

**Activity B • Listening: answering questions about job advertisements**

- 1 Listen to the phone call again. What does the person answering the phone at RFT Retail say? Make notes about what he says.



- 2 Listen again. What does the person answering the phone say?

Greetings + company name	<i>Good morning</i> .....
Gives information	<i>We're</i> .....
Answers question 1	<i>It's temporary. We want</i> .....
Answers question 2	<i>Not really. We give</i> .....
Answers question 3 and tells person about the application form	..... <i>10 o'clock.</i>
Gives company address and asks for person's name	<i>You can</i> .....
Asks person to spell name	<i>It's</i> .....
Ends the phone call	<i>Can I have</i> ..... ?
	<i>Could you</i> ..... ?
	<i>Thank you. See you on Friday.</i>
	<i>Goodbye.</i>

- 3 Listen to the phone call again and practise the words of the person answering the phone.
- 4 Work in pairs. Practise both parts of the phone call.

# Completing a job application

## Activity A ● Reading: understanding forms

1 This is part of Vanessa Mendez's application form. Notice how she has filled it in.

Job applied for: **RETAIL ASSISTANT**

**PERSONAL DETAILS** *(Print)*

Family name: **MENDEZ** First names: **VANESSA**

Title: Mr / Mrs / **Ms** / Miss / Other ..... *(Delete)* Date of Birth: **3.6.75**

Address:  
**103 LOWCOTE LANE  
HARROW**

Postcode: **HA16 4DR**

**Telephone numbers**

Mobile: **07976143267** Day: **020 7478 2035** Home: **020 8186 6404**

e-mail address: **vmendez103@aol.com**

2 Read the form and complete this information:

Vanessa's family name: ..... The job she is applying for: .....

Her e-mail address: ..... Her home telephone number: .....

Her postcode: ..... Her title: .....

## Activity B ● Writing: filling in forms

Write your details in Form 2.

**INFORMATION ABOUT APPLICANT** *(block capitals)*

Surname ..... Forenames .....

Mr  Mrs  Ms  Miss  Other  Please specify: .....

*Tick as appropriate*

DOB .....

Contact address: .....

Phone number(s): ..... e-mail: .....

# Employment experience

## Activity A • Vocabulary: jobs and duties

Application forms ask for information about your past and present jobs. Sometimes you just write the name of the job. Sometimes you must write about your duties. These are the things you have to do in a job.

1 Read this list of duties for different jobs.

- a I meet people when they arrive, answer the phone and make appointments.
- b I collect things from the delivery bay and put them on the shelves for customers to help themselves.
- c I cut the grass, keep the flowerbeds tidy and put in new plants.
- d I put video cassettes into boxes and stick a label on each box.
- e I sit by the till. I input the cost of each item and tell customers how much to pay. I deal with cash, cheques and credit cards.

2 Match the duties to these jobs.

checkout operator

receptionist

gardener

video packer

shelf-filler

3 Ask other people in the group about jobs they know about. For each job talk about the duties or the things the person has to do. Write the information on this form.

Job	Duties

# Thinking about your skills

## Activity A • Speaking: talking about your skills

- 1 It's useful to think about things you are good at when choosing a job. Look at these people talking about the things they are good at, and the things they enjoy doing.

Work in pairs. What other things can they say?



- 2 Think about yourself. What are you good at? What do you enjoy doing? Make notes in the table.

Things I'm good at	
Things I enjoy	
Things I'm not good at	
Things I don't enjoy	

- 3 Work in pairs. Discuss the activities in your table and explain them in more detail.

Example: **I'm good at working with my hands. For example, I can repair my car when it goes wrong.**

### Remember

- The verb we use after *good at* and *enjoy* ends in *-ing*
- Look at these sentences:  
 I'm good at **driving**.                      He's not good at **writing**.  
 I enjoy **listening** to the radio.      She doesn't enjoy **cooking**.

# Application forms and references

## Activity A • Writing about yourself

You often have to write other information on application forms.

- 1 Look at Vanessa's application form again. This is other information she wrote about herself. Use a dictionary to find the meaning of any new words.

### ADDITIONAL INFORMATION

I came to the UK in 2001. I speak fluent Spanish. I like working with people. I am honest and reliable. I have a clean driving licence.

- 2 Vanessa says she is *honest* and *reliable*. What other words can people use to describe themselves on an application form? Work in pairs and make a list of these words.
- 3 Write a short paragraph about yourself to use on an application form.

## Activity B • Listening and speaking: asking for a reference

Employers want to know that you are honest and a good worker. They will ask you for the names of one or two people who know you. These people are called referees. They write a reference about you.

Read this extract from a dictionary.

**reference** *noun* **1** a note in a book that tells you where information comes from **2** a statement describing a person's character and ability **3** in business letters, a number that identifies a letter

- 1 Which meaning of *reference* is the right one for application forms?
-  2 Listen to someone asking another person to be his referee.
- 3 Work in pairs. Practise a similar conversation.

# Let your body do the talking

## Activity A • Reading: comparing body language

We use spoken language all the time, but we also 'speak' using our face, our eyes, our hands and the way we sit and stand. The way we use our bodies to communicate is called *body language*. Body language is not the same in all countries.

1 Read the article quickly. Which paragraph tells people what to do in interviews?



**BODY LANGUAGE** is often different in different parts of the world. In Asia and Africa, for example, people stand a metre apart when they talk. In the Middle East, men talking together or women talking together stand quite close to each other, with a gap of about half a metre. In Europe and North America people are usually happy to stand three-quarters of a metre apart when they talk. Body language is different if the conversation is between a man and a woman. Many cultures do not like men and women kissing or holding hands in public.

**BODY LANGUAGE** is important. For example, in an interview in Europe and North America always look friendly and interested. Look at the interviewer and do not cross your arms in front of you. Sit forward. Don't sit too straight in your chair. Look relaxed and look interested. This will help you to give a good interview and get the job.

Adapted from *Job search website Jobshopping.com*

- 2 Work in pairs. What does the writer say about these things?
  - a body language in different parts of the world
  - b body language for men and women
- 3 What does the writer say about *body language* in an interview?
- 4 In what ways is *body language* in your culture different to the ideas in the text?

# Going for an interview

## Activity A • Listening to an interview

May Lee also applied for a job. The company asked her to come for an interview.



- 1 Listen to May Lee's interview. What job is she applying for?
- 2 Listen again. Are the sentences below true or false ?

	True	False
a The name of the company is ACE Stores.	✓	
b May Lee was a stockroom assistant in a shop.		
c She does not like her present job.		
d It takes May Lee half an hour to get to work.		
e The staff at ACE Stores work early and late shifts.		
f They do not wear a uniform.		

- 3 Listen again. Notice how May Lee's voice goes up and down in the questions. Repeat her questions.
- 4 Work in pairs. Practise asking and answering questions about training, hours, start time and uniform.

## Activity B • Speaking: what to do at an interview

In an interview *body language* and the way you behave are also important.

Work in pairs. Talk about the points below and decide which you must do and which you mustn't do at an interview in the UK. Make a list.

Sit up straight.

Cross your arms.

Wait for the interviewer to ask you to sit down.

Ask what time the interview will finish.

Speak loudly.

Chew gum.

Sit on the edge of your chair.

Have eye contact with the interviewer.

Sit far back in your chair.



# Project

## **Activity A ● Find a job vacancy at the Jobcentre**

Go to the nearest Jobcentre and look at the advertisements. Make notes about these things.

- How are the job advertisements organised? Are they in groups?
- Are there any headings, for example bar work, retail? Write down the headings you can see.
- Read some of the job vacancies.
- Choose a job. Write down all the job details.



## **Activity B ● Ask about the job vacancy**

- 1 Prepare some questions to find out more information about the job.
- 2 Talk to a Jobcentre adviser about the vacancy you saw.
- 3 Find out when the job starts and ask the questions you prepared.

## **Activity C ● Tell the class about the Jobcentre and the vacancy**

- 1 Tell the class about the advertisement you saw and any other information you got.
- 2 Say why you chose that vacancy. Is it a job you can really apply for or not?
- 3 Talk about finding an adviser to talk to. Was that easy or difficult? Did you have to wait?
- 4 Tell the class the questions you asked. Tell them what the adviser said.



# Check it

## Activity A • Asking questions at interviews

1 Read these questions and answers from interviews. Who asks each question: the interviewer or the person applying for the job? Tick the questions the interviewer asks.

- a A: Are you able to work in the evenings?   
B: Yes. My husband will be home to look after the children.
- b A: Is there wheelchair access to all parts of the building?   
B: Yes, the lift goes to every floor. There's a disabled toilet on the ground floor.
- c A: When will you let me know?   
B: I'll phone the person we choose tomorrow evening.
- d A: Can you drive?   
B: Yes, I passed my test last year.

## Activity B

Practise these questions aloud. Use arrows to show how the voice goes up or down.

- Would you like tea or coffee?                      Black or white?
- Do you live in a house or a flat?

## Activity C • Job names wordsearch

Find the names of jobs in the grid.  
Draw a ring around them.

A	J	D	K	I	Z	X	B	N	L	O	C	H	E	F
F	Q	O	U	L	H	I	P	P	E	E	L	P	V	C
Y	B	C	E	M	A	C	C	O	U	N	T	A	N	T
G	D	T	D	T	E	L	D	L	H	T	K	M	A	E
F	J	O	U	R	N	A	L	I	S	T	D	Q	O	C
S	O	R	P	T	U	W	T	T	T	F	A	W	A	H
E	L	A	O	Q	R	K	K	I	R	J	K	I	F	N
C	I	J	A	E	S	E	S	C	H	S	T	T	I	I
R	E	A	U	S	E	N	G	I	N	E	E	R	T	C
E	A	I	L	A	R	B	G	A	H	L	A	A	A	I
T	E	R	H	P	I	C	A	N	R	S	C	C	D	A
A	P	W	A	B	W	G	B	S	I	N	H	H	E	N
R	R	L	L	S	N	A	D	F	A	V	E	E	D	Z
Y	T	S	A	R	P	Z	S	C	X	P	R	O	S	E



# Mini-projects

## Activity A ● Find out about a company

- 1 Choose a large or medium-sized company in your area. Find its website. Note the information you can get about the company. This is useful for preparing for interviews.
- 2 Search the website for vacancies. If there are no vacancies, try another company. Tell the class about any vacancy you find.

## Activity B ● Find out about a job

- 1 Find the job advertisement pages in a local newspaper. Write down the different headings, for example *domestic*, *general*, *office*. Check the meaning of any headings you do not understand.
- 2 How many job vacancies are there under each heading? Choose the most interesting heading. Find the highest paid job and the lowest paid job. Choose a job. Write down how you apply.
- 3 Tell the class about all the things you found out and wrote down.

## How am I doing?

Now look back at the skills listed on page 1. Then finish the sentences below.

I am confident with

.....  
.....  
.....

I need more practice with

.....  
.....  
.....

Date .....



# Audio scripts

## Page 3 Describing jobs

### Activity B2

.... and, just before the 8 o'clock news, we have the results of this week's radio poll in which you, our listeners, contacted us to let us know which professions you most love and those which you love to hate. 6,722 listeners contacted us. There were no surprises at the top... the five favourites were doctors, nurses, teachers, firemen and paramedics. At the bottom of the table, those which are the most unpopular are politicians, estate agents, lawyers, journalists and, most surprising of all, footballers. To hear more, listen to our discussion on the full results of the poll on our morning programme tomorrow, or go to our website for a full list of winners and losers... and now we have (fade)

## Page 3 Describing jobs

### Activity B5 and 6

- architect
- carpenter
- doctor
- engineer
- lawyer
- nurse
- paramedic
- politician
- technician

## Page 4 How a company gets good staff

### Activity A

Bill: Good morning, Ellen. Welcome to the personnel department. I'm Bill Martyn, the Personnel Manager. I hope you enjoy working with us!

Ellen: Thank you. I'm sure I will!

Bill: OK, it's your first day so first let me explain a little bit about the personnel department. We recruit all the new people for the company.

Ellen: So what happens?

Bill: Well, when the company needs a new person, I phone the local jobcentre first. Then I put an advertisement in the local paper and on our website. People can phone or send an e-mail to get an application form.

Ellen: So what do you do next?

Bill: Well, we make a shortlist. We read all the application forms and choose about eight.

Ellen: What's most important in an application form?

Bill: Well, er, things like good English, correct spelling, the right experience, good references.

Ellen: What happens then?

Bill: We ask them to come for an interview. We phone and send a letter or an e-mail. Then we interview them and select the best one.

Ellen: ... and when do you tell the interviewees the result?

Bill: I phone the person we want the same day. The others get a letter or an e-mail.

Ellen: So tell me, how do you...(fade out)

## Page 6 Phoning about a job

### Activity A2, A3

Robert: Good morning. RFT Retail. This is Robert speaking. How can I help?

Vanessa: Hello... um... I'm phoning about the advertisement for part-time retail work.

Robert: Oh yes. Good. We're seeing people on Friday morning.

Vanessa: Could you please tell me, is the job temporary or permanent?

Robert: It's temporary. We want someone for three months.

Vanessa: Are you looking for someone with experience?

Robert: No, not really. We give training to all our new staff.

Vanessa: What time do I come on Friday?

Robert: Come at 10 o'clock. You can fill in an application form then.

Vanessa: That's 10 on Friday. Can you tell me the address?

Robert: It's 357 Exton High Street. Can I have your name, please?

Vanessa: It's Vanessa Mendez.

Robert: Could you spell that, please?



Vanessa: It's V A N E S S A M E N D E Z.

Robert: Thank you. See you on Friday. Goodbye.

Vanessa: Thank you, goodbye.

## Page 11 Application forms and references

### Activity B2

Ahmed: Mr Robinson. Can I speak to you for a moment, please?

Mr Robinson: Yes, sure, what about?

Ahmed: I'm applying for a job in a supermarket. Could you give me a reference? Could I put your name on the application form?

Mr Robinson: Yes, of course.

Ahmed: Thank you very much.

Mr Robinson: That's no problem. Good luck with your application ... (fades)

Others work from 3 until 10 at night. That's the late shift. So one week you work the early shift, the next week you work the late shift.

May: I see. That's fine.

Interviewer: Is there anything you would like to ask me?

May: Yes. Do staff have to wear a uniform?

Interviewer: There's a company T-shirt.

May: And what about the pay? Do you pay weekly or monthly?

Interviewer: Weekly.

May: That's fine.

Interviewer: Do you have any more questions?

May: No, I think that's all.

Interviewer: Well, thank you for coming. We'll let you know in a couple of days.

## Page 13 Going for an interview

### Activity A1

Interviewer: Good morning, Mrs Lee. Did you have problems finding us?

May: No, no problem at all.

Interviewer: Good. Well then, please take a seat.

May: Thank you.

Interviewer: So, you want to work for ACE Stores? Have you worked in a supermarket before, Mrs Lee?

May: No, but I worked in a shop. I was a stockroom assistant.

Interviewer: So why are you applying for this job?

May: Well, I enjoy my present job but it's a long way from home. It takes me an hour to get to work. This job looks interesting and it's near home.

Interviewer: I see. Most staff here work early and late shifts. Can you do that?

May: Sorry, I don't understand. Could you explain?

Interviewer: Yes of course. It means that some staff work from 8 in the morning until 3 in the afternoon. That's the early shift.



## Page 2 Describing jobs

### Activity A • Vocabulary: job names

Jobs	Where they work/ what they do
1 A doctor	<i>works in a clinic or hospital and looks after sick people</i>
2 An estate agent	<i>deals with people wanting to change homes</i>
3 A nurse	<i>looks after sick people in a clinic or hospital</i>
4 A politician	<i>works in government helping to run the country</i>
5 A firefighter	<i>helps to put out fires</i>
6 A lawyer	<i>works with people who need legal help</i>
7 A paramedic	<i>works in an ambulance to help sick people</i>
8 A journalist	<i>works for newspapers, writing stories</i>

### Activity B2

Top jobs	Worst jobs
Doctors	Politicians
Nurses	Estate agents
Teachers	Lawyers
Fireman	Journalists
Paramedics	Footballers

### Activity B5

architect (ar-chi-tect) 3  
 carpenter (car-pen-ter) 3  
 doctor (doc-tor) 2  
 engineer (en-gin-eer) 3  
 lawyer (law-yer) 2  
 nurse (nurse) 1  
 paramedic (pa-ra-me-dic) 4  
 politician (pol-i-ti-cian) 4  
 technician (tech-ni-cian) 3

## Page 4 How a company gets good staff

### Activity A

Bill Martyn is a *Personnel Manager*.  
 He deals with *recruiting new staff*.

### Activity B

*First* Bill advertises a vacancy.  
*Next* applicants send in their application forms.  
*Then* people on the shortlist get an interview.  
*Finally* one person gets the job.

### Activity C

To *recruit* means to hire a new member of staff.  
 To *shortlist* means to select the good application forms from all the others.

## Page 5 Job vacancies

### Activity A2

per hr = per hour; per wk = per week;  
 tel = telephone number; p/t = part-time;  
 f/t = full-time; per yr = per year

### Activity A3

Information	A	B
Job title	Video packer	Unknown
Part-time or full-time	Unknown	Part-time
Temporary or permanent	Unknown	Unknown
Hours	Unknown	11am – 8pm
Pay	£5.82 – £6.00 per hour	Unknown
Experience needed	Unknown – need work permit	Unknown
How you apply	Phone	Phone

## Page 6 Phoning about a job

### Activity A3, B1

See audio scripts



## Page 8 Completing a job application

### Activity A2

Vanessa's family name: *Mendez*

The job she is applying for: *retail assistant*

Her Email address: *vmendez103@aol.com*

Her home telephone number: *020 8186 6404*

Her postcode: *HA16 4DR*

Her title: *Ms*

## Page 9 Employment experience

### Activity A2

*a* receptionist   *b* shelf-filler   *c* gardener

*d* video packer   *e* checkout operator

## Page 11 Application forms and references

### Activity B1

A statement describing a person's character and ability

## Page 12 Let your body do the talking

### Activity A2

Body language is different in different parts of the world particularly in terms of distance between people talking.

Again different in different parts of the world: some cultures do not like men and women kissing and holding hands in public.

### Activity A3

Your body language must be relaxed and interested. Do not cross arms.

## Page 13 Going for an interview

### Activity A2

	True	False
<b>a</b> The name of the company is ACE Stores.	✓	
<b>b</b> Mary Lee was a stockroom assistant in a shop.	✓	
<b>c</b> She does not like her present job.		✓
<b>d</b> It takes May Lee half an hour to get to work.		✓
<b>e</b> The staff at ACE Stores work early and late shifts.	✓	
<b>f</b> They do not wear a uniform.		✓

### Activity B

- Must do: Sit up straight  
Wait for the interviewer to ask you to sit down  
Have eye contact with the interviewer
- Mustn't do: Cross your arms  
Speak very loudly  
Ask what time the interview will finish  
Sit far back in the chair  
Sit on the edge of the chair  
Chew gum

## Page 15 Check it

### Activity A1

- a** Are you able to work in the evenings?
- d** Can you drive?

### Activity C

A	J	D	K	I	Z	X	B	N	L	O	C	H	E	F
F	Q	O	U	L	H	I	P	P	E	E	L	P	V	C
Y	B	C	E	M	A	C	C	O	U	N	T	A	N	T
G	D	T	D	T	E	L	D	L	H	T	K	M	A	E
F	J	O	U	R	N	A	L	I	S	T	D	Q	O	C
S	O	R	P	T	U	W	T	T	F	A	W	A	H	
E	L	A	O	Q	R	K	K	I	R	J	K	I	F	N
C	I	J	A	E	S	E	S	C	H	S	T	T	I	I
R	E	A	U	S	E	N	G	I	N	E	E	R	T	C
E	A	I	L	A	R	B	G	A	H	L	A	A	A	I
T	E	R	H	P	I	C	A	N	R	S	C	C	D	A
A	P	W	A	B	W	G	B	S	I	N	H	H	E	N
R	R	L	L	S	N	A	D	F	A	V	E	E	D	Z
Y	T	S	A	R	P	Z	S	C	X	P	R	O	S	E