Score:

Listen to a conversation between Emma, Liam and Adam about a business meeting where they discuss and negotiate a potential partnership and pricing agreement with another company (Orion Tech). Then answer the questions below.

1. What is the main purpose of the meeting?
   A. To review a partnership proposal and discuss sales strategy plans
   B. To introduce new employees and explain internal company procedures
   C. To organize a marketing campaign for an international technology event
   D. To prepare financial reports and evaluate employee performance results

2. What concern does Liam raise about the new service package?
   A. The proposed package may not include enough customer support services
   B. The suggested price for the package appears too expensive for customers
   C. The company may not have enough staff to manage the new package
   D. The agreement may not provide clear details about future partnerships

3. What two solutions does Sophie suggest to address pricing concerns?
   A. Increase advertising efforts and expand networking opportunities with clients
   B. Lower the package price or provide discounts for first-time customers
   C. Reduce product quality standards and shorten the length of contracts offered
   D. Expand investment options and delay negotiations with potential business partners

4. What is Emma's response to the idea of a merger or acquisition?
   A. She insists the company should begin acquisition plans immediately afterward
   B. She agrees to postpone acquisitions and focus on current partnership goals
   C. She believes acquisitions are necessary for maintaining market competitiveness
   D. She decides to request additional financial support from company investors

5. How does Sophie propose to justify the price without reducing it?
   A. By including additional services within the package offered to customers
   B. By increasing marketing campaigns aimed at improving customer satisfaction
   C. By extending the contract period for businesses interested in partnerships
   D. By providing more flexible payment options for long-term corporate clients

6. What deal is Orion Tech offering, and what condition do they have?
   A. A twelve-month agreement with reduced prices and immediate payment expectations
   B. A partnership extension with marketing support and fewer pricing restrictions
   C. A discounted contract renewal with additional services for loyal customers
   D. A shorter agreement period with increased investment opportunities for expansion

7. What idiom does Liam use to express his unwillingness to give in easily?
   A. Stand my ground
   B. Twist our arm
   C. Shoot down ideas
   D. Be on the same page

8. Why do the speakers decide to postpone discussions on acquisitions?
   A. Their current budget and investment plans cannot support major acquisitions
   B. Their legal department has not approved the acquisition proposal documents
   C. Their management team prefers focusing on employee training opportunities first
   D. Their customers requested more attention toward product development strategies

9. What are the next steps the team agrees to by the end of the meeting?
   A. Prepare a detailed analysis and present the proposal by Friday afternoon
   B. Contact additional investors and organize another networking conference next month
   C. Finalize the acquisition documents and review pricing strategies immediately afterward
   D. Launch the marketing campaign and begin employee training for customer support

10. What does Sophie say the deal could do for the company's reputation?
    A. It could strengthen the company's image as innovative entrepreneurs in business
    B. It could improve customer loyalty through expanded advertising and promotion efforts
    C. It could increase investor confidence by reducing competition within the market
    D. It could establish stronger partnerships with international technology organizations

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