

Listen to a recording of **a part of a meeting** between a small Singaporean **software company** called LP Associates and **a possible partner**, Kee Ltd., in a joint venture. You will hear part of **an opening statement** from Stella Wang, the Production Manager at LP Associates. **Check (✓) four of the eight statements** below which best represent what she says.

- LP Associates wants to reach a final agreement in this negotiation.
- These are preliminary talks.
- The two parties want to resolve a conflict.
- They want to agree on a name for the joint venture.
- LP Associates would like to consider joint product development.
- They would also consider license agreements.
- LP Associates wants to agree to a complete sale of their ideas.
- They want to consider working on a consultancy basis.