



1 Complete the dialogue with the words and phrases in the box.

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- A:** Well, that was a tricky meeting, wasn't it?
- B:** It was. The fact ¹_____ is there was a definite ²_____ cooperation with the suppliers, wasn't there?
- A:** I agree, and I ³_____ still feel a bit worried about working with them. I'm not sure we can entirely trust them.
- B:** I know what you mean, but we can't let ⁴_____ about the previous encounter with them ⁵_____ our judgement. Just because they messed us around last year, it doesn't mean they will again this time. And their prices are much cheaper than our current supplier.
- A:** I suppose you're right. However, my ⁶_____ to have another meeting with them and explain our situation again. What do you think?
- B:** That sounds like a good idea. It's ⁷_____ we have had problems before so we do need to clear the air.
- A:** Exactly. And then, when we agree the contract, we'll have all the details and agreements in ⁸_____ so we all know where we stand.
- B:** Yes, ⁹_____ the negotiations may take longer than expected, I'm sure that we'll finally come to an agreement that is workable for all concerned.

Relationship-oriented decision-making

2 Complete the dialogue with one word in each gap.

- A:** We both know that the joint venture is good for both our companies and we ¹_____ good intentions when we first started these negotiations, didn't we?
- B:** Absolutely. We both want it to be a successful collaboration. So, what's the problem from your viewpoint?
- A:** There's no easy ²_____ to say this, so I'll just say it. I'm afraid we can't agree to the project schedule as it stands at the moment.
- B:** OK. Well, we can sort this out. I'm sure we'd both like to find a quick resolution ³_____ we can keep both our interests in focus. But I thought you were happy with the schedule?
- A:** I was at first. Initially, it looked ⁴_____ a good plan, but with hindsight, I don't think you've given us enough time to complete each section. I don't want to cause any hostility ⁵_____ us so do you think we can ⁶_____ beyond this?
- B:** Of course we can. Future collaboration is in both of our ⁷_____.
- A:** That's great.
- B:** Do you have an ⁸_____ with anything else other than the deadlines? I need to get a ⁹_____ for your concerns before I can address them.
- A:** Well, there are a few other details I'd like to discuss.
- B:** Sure. In that case, let's put the final decision on ¹⁰_____ for a week to give you time to send me your suggestions for changes. We'll meet again after that to finalise the schedule. How does that sound?
- A:** That works for me, thanks for your understanding.