

Read the following statements and choose the best option that corresponds to the information provided in the testimonials.

**1. What was Travis's initial impression of June's behavior in Testimonial A?**

- a) He found her approach to be creative and imaginative.
- b) He appreciated her attention to detail and persistence.
- c) He felt she was overly talkative and disorganized.
- d) He thought she was distant and cold.

**2. What does "analysis-paralysis" refer to in Testimonial A?**

- a) Overthinking situations without taking action.
- b) Having too many analytical team members.
- c) An intense focus on creative brainstorming.
- d) A type of team workshop.

**3. Why did June resist the idea of team communication workshops in Testimonial B?**

- a) She thought they would be boring and unhelpful.
- b) She didn't want to spend more time with Travis.
- c) She believed they were unnecessary and a waste of time.
- d) She preferred working alone.

**4. What positive change did the workshops bring to Travis and the team in Testimonial A?**

- a) They improved team chemistry and brainstorming.
- b) They made team members more analytical.
- c) They focused on creative ideas.
- d) They emphasized emotional communication.

**5. What did June realize about Travis's communication style in Testimonial B?**

- a) He was overly formal and distant.
- b) He was too focused on details.
- c) His ideas were not valuable.
- d) His style involved sharing and involving the team.

**6. According to Testimonial A, how did Travis feel about June's detailed approach initially?**

- a) He found it inspiring and refreshing.
- b) He thought it was time-consuming and annoying.
- c) He appreciated her creativity.
- d) He wanted to adopt a similar approach.

**7. Why did June's feedback feel like a "personal attack" to Travis in Testimonial B?**

- a) Travis thought June was attacking his ideas personally.
- b) Travis believed June was offering constructive criticism.
- c) Travis appreciated June's suggestions.
- d) Travis thought June's feedback was irrelevant.

**8. How did the workshops affect June's relationship with Travis in Testimonial B?**

- a) They caused tension between them.
- b) They made June dislike Travis even more.
- c) They improved their communication and collaboration.
- d) They led to Travis quitting the team.

**9. How did Testimonial A's perception of June change over time?**

- a) He still found her approach discouraging.
- b) He realized she lacked persistence and dedication.
- c) He appreciated her qualities and recognized her value.
- d) He felt she was too critical of his ideas.

**10. What did Travis admire about June's communication style in Testimonial A?**

- a) Her preference for avoiding questions.
- b) Her ability to avoid sharing ideas.
- c) Her attention to detail and logical thinking.
- d) Her emotional and touchy-feely approach.

## VOCABULARY

1 Complete the glossary with the highlighted words from the extracts.

### Glossary

- a profitable adjective: beneficial, useful or giving financial gain  
b \_\_\_\_\_ noun [U]: the effectiveness of productive effort  
c \_\_\_\_\_ adverb [U]: in a way that is exact and clear  
d \_\_\_\_\_ verb [T]: evaluate or estimate the nature, ability, or quality of  
e \_\_\_\_\_ noun [C]: a plan of action or policy designed to achieve a major or overall aim  
f \_\_\_\_\_ adjective: favorable, helpful

2 Complete the table with the noun, verb, adjective, and adverb forms for your answers in Exercise 1.

Noun	Verb	Adjective	Adverb
Profit / profitability	profit	profitable	profitably

NOUN	VERB	ADJECTIVE	ADVERB

3 Complete the sentences with words from the table in Exercise 2.

- a We need to find a way to increase productivity at the company.  
b To lead a better life, it is important to \_\_\_\_\_ one's diet and exercise regimen.  
c One thing that gave me tremendous satisfaction was seeing my house built to my exact \_\_\_\_\_.  
d One key to a \_\_\_\_\_ business is to have employees who share your vision.  
e Unrelenting dedication to one's craft is a \_\_\_\_\_ advantage over competitors.