

Negotiation and Accountability: Multiple choice

Instructions: Listen to the conversation. Choose the correct option based on the information.

1. What is the primary reason Sofia requested a meeting with Mr. Thompson?
 - A) To finalize the payment terms for the upcoming internship.
 - B) To discuss student concerns about the internship schedule.
 - C) To complain about the behavior of the current supervisors.
 - D) To request a full-time position for the student body head.

2. In the context of the dialogue, what does the word "consensus" mean?
 - A) A public disagreement between two parties.
 - B) A formal legal document signed by a judge.
 - C) A general agreement reached by the group.
 - D) A specific deadline set for a project task.

3. Which specific clause in the agreement caused a conflict for the students?
 - A) The "professional environment" requirement.
 - B) The "monthly feedback" evaluation clause.
 - C) The "academic responsibility" requirement.
 - D) The "flexible hours" scheduling provision.

4. What compromise did Mr. Thompson propose to resolve the scheduling issue?
 - A) Reducing the total weekly hours to exactly ten per week.
 - B) Requiring all students to work from home on the weekends.
 - C) Implementing a core hours system from 10:00 AM to 2:00 PM.
 - D) Canceling the internship program until next spring break.

5. How does Sofia plan to maintain "accountability" regarding the new hours?

- A) By hiring a third-party auditor to watch the workspace.
- B) By defining the core hours clearly in the memorandum.
- C) By asking Mr. Thompson to call her every single morning.
- D) By requiring students to record videos of their arrivals.

6. When is the deadline for Sofia to send the draft memorandum to Mr. Thompson?

- A) By the end of the business day this coming Wednesday.
- B) By the time the next monthly feedback cycle concludes.
- C) By the following Monday before the interns start work.
- D) By Friday after she finishes documenting the agreement.

7. Sofia mentions addressing issues in a "diplomatic" manner. This means being:

- A) Aggressive and demanding when speaking to the managers.
- B) Tactful and sensitive in dealing with people and tasks.
- C) Completely silent until the legal department intervenes.
- D) Extremely humorous to distract from the actual problem.

8. What is the main purpose of the monthly feedback form Sofia suggested?

- A) To track if the interns are learning new technical skills.
- B) To ensure neither party is exceeding the agreed-on hours.
- C) To determine which student deserves a permanent position.
- D) To allow Mr. Thompson to change the contract every month.

9. What concern did Mr. Thompson have about a completely "rigid" schedule?

- A) It might hinder student learning during live projects.
- B) It would cost the company more money in monthly taxes.
- C) It would make the office too crowded during the midday.
- D) It might prevent the supervisors from taking their lunch.

10. What is the final tone of the conversation between Sofia and Mr. Thompson?

- A) Hostile and tense due to the many unresolved conflicts.
- B) Sarcastic and playful throughout the entire negotiation.
- C) Professional and collaborative as they reached a deal.
- D) Dismissive and bored by the details of the internship.