

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