



**B**  **8.1 Listen to five different people talking about a mistake they made when hiring a consultant. Decide which mistake each speaker made.**

- Write one letter, **a)–h)**, next to the number of the speaker.
- Do not use any letter more than once.

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|-----------------|---|
| Speaker 1 ..... | <b>a)</b> failure to enquire about the consultant's other commitments       |
| Speaker 2 ..... | <b>b)</b> failure to ask the consultant to sign a letter of confidentiality |
| Speaker 3 ..... | <b>c)</b> failure to establish who pays for certain expenses                |
| Speaker 4 ..... | <b>d)</b> failure to find out whether the work can be done in-house         |
| Speaker 5 ..... | <b>e)</b> failure to establish clear goals and objectives                   |
|                 | <b>f)</b> failure to introduce the consultant to the staff                  |
|                 | <b>g)</b> failure to plan for knowledge transfer                            |
|                 | <b>h)</b> failure to specify concrete project deliverables                  |

**C**  **8.1 Listen again and decide what the main consequence of each mistake was.**

- Write one letter, **a)–h)**, next to the number of the speaker.
- Do not use any letter more than once.

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|-----------------|---|
| Speaker 1 ..... | <b>a)</b> a feeling of helplessness and dependence        |
| Speaker 2 ..... | <b>b)</b> the consultant was dismissed                    |
| Speaker 3 ..... | <b>c)</b> a manager resigned                              |
| Speaker 4 ..... | <b>d)</b> an overspent budget                             |
| Speaker 5 ..... | <b>e)</b> being overtaken by a rival                      |
|                 | <b>f)</b> the deadline was not met                        |
|                 | <b>g)</b> the staff perceived the consultants as a menace |
|                 | <b>h)</b> a dispute over payment                          |