

Business Communication midterms exam

QUESTION 1: THE MEETING

Scenario 1:

Two sales representatives meet to discuss sales performance for the previous quarter. Both are happy with their sales. They acknowledge growth in their sales figures, but they both feel that sales performance is still not as good as it could be. They discuss ways to improve their sales performance and agree to meet again in two weeks to discuss their progress.

Question 1: Which of the following is the most likely reason for the meeting to be successful?

Answer: Both sales representatives are motivated.

Explanation: Both sales representatives

Scenario 2:

Two sales representatives meet to discuss sales performance for the previous quarter. One is happy with their sales, but the other is not. They discuss ways to improve their sales performance and agree to meet again in two weeks to discuss their progress.

1. The sales representative who is happy with their sales is the most likely reason for the meeting to be successful.
2. The sales representative who is not happy with their sales is the most likely reason for the meeting to be successful.
3. The sales representative who is happy with their sales is the most likely reason for the meeting to be successful.
4. The sales representative who is not happy with their sales is the most likely reason for the meeting to be successful.

QUESTION 2: THE MEETING

Scenario 1:

Two sales representatives meet to discuss sales performance for the previous quarter. One is happy with their sales, but the other is not. They discuss ways to improve their sales performance and agree to meet again in two weeks to discuss their progress.

Question 1: Which of the following is the most likely reason for the meeting to be successful?

Answer: Both sales representatives are motivated.

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