

One

Great job! That was one of the most successful negotiations we've ever done and I just can't believe it all worked out so well.

Well, thanks Sandie, but you know we had a great team working with us and we all knew that if we got this one right, then it would be good for everyone. So we had the motivation!

Maybe. But all the same – I don't think anyone here really expected it to go that well. I'm delighted.

Two

There are just a couple of things that I am a little concerned about. I think you know we've had some problems with the quality of the software and that was really your responsibility.

Well, that's true, but it's been pretty difficult recently and we've been under a lot of pressure to get several projects finished.

Yeah, I know but I still think you could have organized things better. And what about quality control? What went wrong there?

Three

Overall, I'd say your team did a reasonably good job and you did manage to finish the design on time.

I think people were pretty happy with what we did.

Well, yeah, but I think in the future we need to reduce the number of modifications that have to be made before production. Maybe you need to reorganize your team a little?