

Situation 1 Getting Up in the Morning

The alarm clock rings.

Catherine: Honey, it's seven o'clock. Time to get up.
James: Okay, just a few more minutes.
Catherine: No. You told me to make sure you were up by seven.
James: I know but I can sleep till seven-thirty if I don't take a shower.
Catherine: James, you know that's impossible.
You have a meeting with your boss and later with an important client.
James: Christ, I almost forgot.
That's what happens when I don't get enough sleep.
Catherine: Enough sleep?
You went to bed at ten.
That's nine hours.
James: Do you have to be right all the time?
But you are right; I'm getting up.
Catherine: Jump in the shower, that will make you feel better.
And I'll make a pot of strong coffee, but what do you want for breakfast?
James: Something simple.
How about a bagel and cream cheese.
Catherine: No problem. It'll be ready before you are.
James: Don't be so sure.
Catherine: Why wouldn't I be?
You haven't beaten me yet.
James: True. But there's a first time for everything.

Situation 2 Breakfast

James: Ah... The coffee smells great. Is that bagel ready?
I'm starving.

Catherine: It's ready just like it always is and just like I told you it would be.

James: What would I do without you?
You're the best. Takes a sip of coffee.
And this coffee is pretty good, too.

Catherine: We both know you just like me for my cooking.

James: That's not so. In fact, I'm the one who made dinner of the last two nights.

Catherine: Oh yeah. I guess that means it's my turn tonight.

James: Only if you want to.
I don't mind cooking once a day, especially when the weather is nice and I can barbecue.

Catherine: Okay, but let's get back to breakfast; can I get you anything else?

James: A little more coffee would [will] be great, with a little more sugar in it this time, please.

Catherine: Sure. Do you want another bagel or some fruit?

James: No, thanks. I'm just not that hungry in the morning.
You know that.

Catherine: I know, but I was reading in a magazine that breakfast is the most important meal of the day.

James: I've heard that too, but I just can't force myself to eat when I'm not hungry.

Catherine: Why don't I pack you a snack for later in the morning?
You could eat it around ten when you get hungry.

James: That's a great idea.
I always regret not eating breakfast right at ten o'clock.

Catherine: What shall I make?

James: How about a beer?

Catherine: James, be serious.

James: Okay, how about an apple and some cheese?

Catherine: That's better. Just give me a minute to get it packed.

James: Take your time. I'm still early.

Situation 3 Driving to Work

Catherine: Here it is James. Now get going, I don't want you to be late.
James: Thanks, dear.
I'll be home a little late tonight. Remember the client.
Catherine: Okay, but call if you are going to be home after ten.
James: I will. Bye.
Catherine: Bye.

James gets in the car and leaves for work. He turns on the news.

News: ...and there was an accident on highway 99.
A truck turned over blocking westbound traffic for about two miles.
Drivers on highway 99 west might want to take local road to work this morning.
The current time is seven forty-three on this sunny morning, and the temperature is seventy-six degrees.
The weather forecast for late today is mostly sunny, with some clouds forming in the afternoon and a slight chance of showers in the early evening.
We'll keep you updated with more traffic and weather throughout the day, but now let's enjoy forty-five minutes of commercial-free rock and roll.

Situation 4 The Gas Station

James: Damn, I'm almost out of gas.

James pulls into a gas station.

Attendant: What can I do for you?

James: Fill it up with unleaded, please. And can you check the oil, too?

Attendant: Sure, pal.

He opens the hood and checks the oil.

Attendant: You're about a quart low, shall I put a quart in for you?

James: Please.

Attendant: You know, you could really use a new set of tires.

The ones you have are badly worn.

I could do that for you right now; it wouldn't take more than thirty minutes.

James: And the price?

Attendant: Well... that depends on how good a set of tires you want.

James: No. I'm late for work anyway.

I'll just take the gas and oil today.

How much will that be?

Attendant: Let's see. Forteen for the gas and two-fifty for the oil makes sisteen dollars and fifty cents.

James: Do you take credit cards?

Attendant: Only Visa and Master Card, not American Express.

James: Fine, here's my Visa.

Situation 5 Arriving at Work

Steve: Good morning, James. You're early. What's up?

James: Morning, Steve. Early is right. I've got two important meetings today; one with the boss and one with a client.

You're pretty early yourself, something important?

Steve: Yeah, I'm meeting a client, too. Someone from a big computer company.

I think their headquarters are in Taiwan, but this guy runs the New York office.

James: Wang Computers.

That's my client, too. But I think the owner is a Chinese-American; I'm not sure if they even have an office in Taiwan.

I guess we're working on this account together.

Steve: Good. To tell you the truth I was a little scared. The account is really big; it's just too much work for one man.

Say, what time do you meet with the boss, Mr. Barnes?

James: Ten-thirty, Why?

Steve: I was right. We are on this account together.

I'm scheduled to meet with Mr. Barnes at ten-thirty, too.

James: Well then, partner, let's get busy preparing something for the meeting.

Steve: Good idea. Where should we begin?

James: I don't know about you but I always begin big projects by going to the bathroom, and then with a hot cup of coffee.

Can you wait for me?

Steve: Just hurry. I'll get the coffee ready.

James: That sounds like an excellent plan.

Situation 6 Planning for the Meeting

James: I'm back.

Steve: Here is your coffee. You feeling better?

James: I feel like a Champ. Where should we begin?

Steve: As always, it's best to begin at the beginning.
What have you prepared for your meeting with Wang?

James: Basically, I just have an outline of a presentation of our company's new software.
I think our product is high quality and that the people from Wang will realize that once they hear a description of it.

Steve: Well James, that is a little too simple.
We know the product is good, but we have to convince them of that too. Luckily, I put together a video presentation on my notebook computer using our software.
If they like the presentation, and I am confident they will, then that automatically means that they like our company's product.

James: Steve, that's why you are at the top of sales. You think of everything in advance.
I'm really just a computer software engineer; I can make this stuff but I can't sell it.

Steve: Of course you can't. That's why Mr. Barnes put us together.
I'll take care of selling the software, and you can answer any tough technical question that the people from Wang might ask.
I'm as bad at science as you are at sales.

James: Steve, you're too modest.
You're great at sales, but I know you know something about computers too.
I still remember when we first started working here; you taught me a thing or two about Apple Macintosh computers.

Steve: Sure I know about Macs, but that's just because I used one all through college. Plus, any dummy can use a Mac.

James: I couldn't.

Steve: Not at first. But after about three days, you were already better than me.

James: Okay, okay. So I'm a computer nerd.

Situation 7 The Secretary

Steve: I'll call my secretary and have her make copies of your outline.
James: Are you sure that's okay?
I mean, she doesn't really work for me.
What if she gets angry.
Steve: No problem. She works for me, and you and I are working on this project together.
Watch and learn. Steve picks up the phone.
Lisa, could you come in here please?
Lisa: I can but I won't. It's only eight fifty-five and I don't start work until nine o'clock.
James: Well, Steve, I guess she knows who's the boss.
Steve: Very funny. We'll just have to wait for five minutes, That's all.
James: Whatever you say.

At two minutes after nine o'clock.

Steve: Lisa, do you think you could come in here now?
Lisa: Of course, Mr. Dawson; I'll be right in. Lisa comes into the office. What do you need, sir?
Steve: Could you make Mr. Goddard here about twenty copies of his outline.
Lisa: Why, doesn't he have a secretary?
Steve: A little angry. Of course he does, but we're working on a project together and I would really appreciate it if you would just cooperate with me right now.
Lisa: All right, all right. You don't have to get mad.
Did you say ten or twenty copies?
James: Actually, ten will be fine. It's a small group today.
Steve: But I said twenty, so make it twenty.
Lisa: Yes, sir, Mr. Dawson.

Situation 8 Meeting the Boss

Mr. Barnes calls Steve on the intraoffice phone

- Mr. Barnes: Dawson?
- Steve: Yes, this is he.
- Mr. Barnes: Contact Goddard and come up to my office immediately. I wanna go over today's meeting in advance.
- Steve: Mr. Goddard is with me now; we'll come up right away.
Steve to James. Well, that was the old man; It's show time.
And he sounds a little nervous, which means we have to be even more careful.
- James: I'll be extremely careful. I just don't want him to yell at me again. I'm an engineer, not a secretary.
- Steve: Be careful. Lisa might hear you. Anyway, let's go.

Steve and James go up to Mr. Barnes' office and his secretary sends them in. They knock on the door.

- Mr. Barnes: Come in.
- James: Good morning, sir.
- Steve: Good morning, Mr. Barnes. How are you?
- Mr. Barnes: I'll be a lot better after this meeting is over.
I hope you two have done your homework because this is a huge deal.
If we can convince Wang about our company then larger computer firms will follow.
I don't have to tell either of you that could mean millions of dollars.
I'm counting on you.
- Steve: Don't worry, Mr. Barnes. Sir, you can depend on us. Isn't that right, James?
- James: Yes, I think, I mean of course you can.
- Mr. Barnes: I had better be able to. And if you two do a good job, I won't forget it when it comes time for promotions either.
I put you on this assignment because you are my two best men; I know you won't disappoint me. Well, let's hear about your ideas for the presentation.
Goddard, would you like to start?
- James: I think it might be best to let Mr. Dawson begin; he is the expert at sales.

Situation 9 Going to Lunch

Steve: Wow, that went pretty well. Mr. Barnes was easy today.
James: Easy on you maybe. I don't think he likes me.
Steve: Don't be ridiculous. He likes you, but he's a businessman like me and so I know how to talk to him.
James: I'm not so sure.
Steve: Well, I'm sure that I'm hungry.
Why don't we continue talking over lunch?
James: That sounds great; I'm starving.

They walk outside the building to a restaurant.

Steve: Do you like Italian food? This place is terrific.
James: Like it? I love it. Let's go in.

They sit down and look at the menu for a while, then the waitress comes.

Steve: What are your specials today?
Waitress: Today we have roasted lamb and vegetable lasagna, I highly recommend the lasagna.
James: The lasagna sounds good; I'll have that.
Waitress: And you, sir?
Steve: No. No vegetables for me. I want some meat.
I'll try the lamb, please.
Waitress: Also an excellent choice. Would you care for anything the drink?
Steve: Yes, I'll have a double martini.
James: Steve, what about the meeting?
Steve: Oh. Yes. Better make that a mineral water.
James: I'll have some lemonade, please.
And could you bring us some bread to start.
Waitress: Of course, I'll be right back with that.
James: I like this place. They have really good service.
Steve: Just follow me and you won't go wrong.
James: Not with restaurants, at least.

Situation 10 The Meeting

- Steve: Good afternoon, gentlemen.
Today my colleague, Mr. Goddard and I will be introducing you to a revolutionary new software program.
It combines all the functions of various other programs -- word processing, translating, financial management, graphic design and more -- into one.
I will be leading the first part of the presentation, while Mr. Goddard will be answering technical questions at the end.
- Mr. Wang: I have a question from the beginning.
- Steve: Yes. Please go ahead.
- Mr. Wang: I'm wondering about the price of your program.
In other words, will it be cheaper to buy your product, or should we just buy all the others separately?
- Steve: I'm glad you asked that question, Mr. Wang. I was going to save this part until the end of the meeting, but since you asked I will tell you.
Our program is on average forty percent less expensive than it would be to buy the programs it replaces separately.
- Mr. Wang: And what about after-service and upgrades?
- Steve: All our products are guaranteed for one year.
As for upgrades, they will also be free for one year and can be downloaded from the internet.
- Mr. Wang: I am also curious about compatibility with Apple computers. Do you have a separate product for Apple or...?
- Steve: Perhaps my colleague should answer that, as it is more on the technical side.
- James: Mr. Wang, I developed this product to work on both PC's and Macs.
I assume your company is mainly interested in the PC version, but I assure you Mac users will have no problems with our product either.
- Mr. Wang: That's what I was afraid of. I want Mac users to have problems.
Otherwise they'll keep buying from Apple and not from my company.
- Steve: I apologize, sir, but I cannot help you with that.

Situation 11 With a Co-Worker

Larry: Steve, James, how did the presentation go?
Steve: Don't ask.
James: Oh, it wasn't that bad.
Steve did really well; I think they are sold.
Steve: They were until you told them that we were making the same product for their competitors.
You never tell them that.
James: I am sorry, but I cannot lie just to make a sale.
Maybe that's why I'm terrible at sales.
Steve: Yeah, that's right.
From now on you just stick to designing and programming, and leave the selling to me.
Larry: Don't be too hard on him, Steve. Mr. Wang might appreciate his honesty.
Even if you have lied to him, he's a smart guy, especially when it comes to computers, and he probably would have known anyway.
Now he knows you guys and our company are honest; we'll just see what happens.
James: True. And besides, Apple is really a tiny company when compared to all these PC giants.
I don't think Mr. Wang feels threatened by them.
Steve: I am sure we'll know soon enough.

Situation 12 Backing the Boss's Office

Mr. Barnes: Seeming quite upset I hope you two know what you have done.
James: I'm sorry, Mr. Barnes.
It was all my fault. Steve was doing just fine until I opened my big mouth. I take full responsibility.
Steve: Yes, sir. I told him to keep quiet about that Mac stuff and just let me do the talking.
Mr. Barnes: Is that so?
James: Yes, sir.
Mr. Barnes: Now seeming quite happy Well, that's interesting since Mr. Wang has just signed a contract to order fifty-thousand units.
Good job, Goddard. He said he was impressed both by your technical knowledge and your honesty. As for you Dawson, we'll talk tomorrow; right now, I'm too happy to think about anything negative.
Steve: But, Mr. Barnes, sir.
Mr. Barnes: That will be all.
James: Come on, Steve. You can only make it worse by talking now.
Good-bye, Mr. Barnes, and thank you.
Mr. Barnes: No, thank you, Goddard. You did a fine job today.
This company needs more men like you.
We may be talking about a promotion soon. Now get out here.
JamesSteve: Yes, sir. Good-bye.

Situation 13 In the Parking Lot

Steve: James, wait. I really want to say I'm sorry for my behavior before.

James: Don't mention it.

Steve: No, really, I did a rotten thing back there and I just wanted to apologize.

James: Forget about it. You are under a lot of pressure over the last few weeks, I know how important this project was to you.

Steve: Yeah, but it was important to you too, and I shouldn't have turned on you like that.

James: Well, you may have a chance to make it up to me.

Steve: How?

James: If I become vice president I'll need my own good men to work for me.

Steve: Would you do that for me?

James: Of course I would. I've seen you work, and you're very talented. Even today you were much better prepared than I was, I just got lucky.

Steve: It wasn't all luck.
You have so much more technical knowledge than I do, and you're not afraid to tell the truth.

James: Exactly, and that's why, like today, we make a good team. I'd hate to lose you and I know the company would too.

Steve: I'm not so sure about that after hearing Mr. Barnes today.

James: That's nonsense.
He just tried to scare you. And besides, if he's so happy with my performance, he'll have to listen when I tell him you're one of the best men at his company.

Steve: I hope you're right.

James: You know I'm right. Would you like something to drink?

Steve: Not only would I like it, I need it.

Situation 14 In a Bar

Bartender: What can I get for you gentlemen tonight?
James: I'd like a gin and tonic, please.
Steve: Make mine a double scotch, straight up.
Bartender: Did you have a rough day?
Steve: I don't want to talk about it? but let's just say you should keep the bottle close at hand.
Bartender: Now I understand.
James: Hey, where's my gin and tonic?
Bartender: Okay, okey. Just give me a second here.

Bartender goes to make the drinks.

Steve: Man, I just wanted to apologize again for...
James: Cutting Steve off. Stop. We're at a bar now, not at the office, and I don't want to talk about work.
I said it was okay and I meant it. If it's really still bothering you we can talk about it on Monday.
Steve: You are right. I'll shut up now.
Bartender: Returning with a drink in each hand. Here's a gin and tonic for you, and a double scotch, straight up, for my friend who had the hard day. I hope this helps.
Steve: You know it will. James, a toast to your coming promotion.
James: No, you are getting ahead of yourself. First, let's drink to our successful deal today. Cheers.

They touch glasses.

Steve: Cheers, to a good day's work.

Situation 15 Back at Home

Catherine: Wow, you're home early. It's only eight forty-five.
James: Yeah, it was a strange day at the office.
Catherine: Why? Did your presentation go poorly?
James: No. Nothing like that. In fact, it went really well. It's just that I had some trouble with a colleague.
Catherine: Who?
James: Do you remember Steve Dawson?
Catherine: Let me think. Didn't I meet him at the Christmas party?
James: Yes. That's him.
Catherine: That's fine. I told you to be careful when working with him. He seems so aggressive. What did he do?
James: Oh, nothing really. I just thought we were supposed to be working together, but he seemed to be working against me.
Catherine: I told you to watch out for him. I remember I said...
James: Cutting her off. Yes, you told me. But I don't want to talk about it now. Tomorrow is Saturday and I just want to rest.
Besides, we haven't had much time together either. How was your day?
Catherine: The same as always. I like teaching but sometimes the children are so wild.
James: But they love you and need you, just like me.
Catherine: Oh, stop. And, anyway, I don't want to talk about my day either. Have you eaten?
James: Not since lunch. You?
Catherine: I was waiting for you. I thought you might be home early.
James: Great. What do you want?
Catherine: Let's order some Chinese food. I feel like staying at home and watching a video.
James: Perfect.

Situation 16 Getting up in the Morning

The alarm goes off but James is already up.

- James: Catherine, are you going to sleep all day or do I get some breakfast?
- Catherine: Ah... What are you doing up so early? You never get up before me!
- James: I'm so excited about the deal with Wang yesterday that I'm actually looking forward to going to work.
- Catherine: James honey, It is so nice to see you happy about your job.
I know how long you have been waiting for some recognition from your boss.
And look, now your honesty and hard work are paying off.
- James: Well, are you just going to lie in bed?
Why don't you make some eggs, toast and coffee while I take a shower?
- Catherine: All right, all right, I'm getting up.

Situation 17 Breakfast

Catherine: Are two eggs going to be enough?
James: Plenty. I wouldn't mind another cup of coffee, though.
Catherine: You should eat a little more. It looks like you are going to have a big day at the office.
James: You may be right. But I can't really think of food right now, I've got too many other things on my mind.
Catherine: I just don't want you to run out of energy today.
James: Don't worry.
I'll stop off on the way to the office at Dunkin Donuts and pick up a few donuts in case I get hungry between now and lunch.
Catherine: Oh, James! Donuts? Why don't you eat a more nutritious breakfast? You are not a college kid anymore.
James: You're right, but the fact is I love donuts; always have, always will.
Well, I should get going. I want to get to the office a little early today, I have to figure out a way to smooth things out between Steve and Mr. Barnes.
Catherine: Okay, honey. Have a good day. Ah... What time will you be home?
James: I have a feeling Mr. Barnes is planning to take us out to dinner tonight to celebrate yesterday's deal.
Catherine: Would it do any good for me to ask you not to drink too much at the dinner tonight?
James: Probably not.
Catherine: Hn... I didn't think so, but you know I had to ask anyway.
James: Don't worry honey. If I drink tonight I'll take a taxi home.
Catherine: Okay. Have a good day. I'll see you tonight.
James: See you tonight.

Situation 18 At Dunkin Donuts

James enters Dunkin Donuts.

Clerk: Good morning. Welcome to Dunkin Donuts.

James: Good morning. Are the donuts fresh this morning?

Clerk: Yes sir, we made them about an hour ago.

James: Good. In that case I'd better pick up a few for the rest of guys at the office.

Do you have a special if I order more than a dozen?

Clerk: As a matter of fact, we are having a September special.

For every dozen donuts you order we'll give you a thirteenth donut free.

James: In that case, give me a dozen chocolate and a dozen jelly filled?

Clerk: Yes sir, here you are. Will that be all?

James: Also, would you fill my thermos up with coffee?

We have a coffee machine at the office, but it's not as good as your coffee.

Clerk: There you are, sir. Two dozen donuts and one thermos of coffee. That will be six dollars and seventy-five cents.

James: All I have is a fifty dollar bill.

Can you make change this early in the morning?

Clerk: No problem. Here is your change. Have a nice day.

James: Thanks. You too.

Situation 19 At the Office

When James arrives at the office his secretary is already there.

James: Good morning, Stacy.

Stacy: Good morning, Mr. Goddard. Mr. Barnes asked to see as soon as you got in.

James: Did he say what it is about?

Stacy: No, but he said to ask you to come up to his office as soon as you arrive. I assume it's about the Wang account.

James: I'm sure you are right.

Thank you, Stacy. By the way, I brought some donuts. Feel free to help yourself.

Stacy: Mr. Goddard! You know I'm trying to watch my weight.

James: I forgot. Anyway, why don't you put them out so everyone in the office can help themselves.

Stacy: What's the special occasion?

I don't recall you ever bringing donuts for everyone before.

James: Let's just say that I'm in a good mood today.

Well, I'd better get up to Mr. Barnes' office. Wish me luck.

Stacy: Good luck!

Situation 20 Mr. Barnes' Office

James knocks on Mr. Barnes' door and enters his office.

James: You asked for me, sir?

Mr. Barnes: Ah, Goddard. Good, come right in. Listen, I want to ask your opinion about a few things.

First, let me tell you again how pleased I am at the way you handled the Wang account.

As you know this is a huge account and it's going to require its own management team.

James: Thank you, sir.

Mr. Barnes: Wang computers wants us to not only develop a new set of software for the new operating system we are designing for them, but they also wants us to develop new marketing strategies for this system. Something similar to what Apple did with their new line of Macintosh computers. That was a brilliant marketing idea to build the processor right into the monitor.

And you know how successful they were in developing great advertising for their new products.

James: Yes sir. Apple was able to regain their share of the market with the combination of a great product and good advertising.

Mr. Barnes: Well, Goddard. I need the team that can do the same thing for us and Wang computers.

I am thinking of making you the man in charge of putting this team together and managing it. Do you think you could handle an assignment like that?

James: Do you mean that I could choose my own team?

Mr. Barnes: With my approval of course.

James: Yes sir. I think with the right people working with me, that I can make the most of our partnership with Wang computers.

Mr. Barnes: Good. That's what I wanted to hear.

I am promoting you to the Executive Director in charge of the Wang account. Now, you are going to need a good assistant.

Do you have anyone in mind?

James: Yes sir, I do. Steve Dawson.

Mr. Barnes: Dawson!?

From what I saw at the meeting yesterday, he didn't seem to be a team player. He was looking out for his own interest.

James: Well, yes. It did seem that way, but there are a few things you should know about Steve Dawson, sir. First, he has been with the company

much longer than I have without a promotion and the Wang account was his big chance.

That is why he was so aggressive. Second, when I came into the company, there were so many things that I didn't know.

Steve was never selfish with his time and he taught me a lot. Third, I think if he is given a chance, he can develop a great advertising package for the new system we are developing for our partnership with Wang computers.

Last but not least, Steve and I really work well together.

Mr. Barnes: I must say, I am impressed with your loyalty.

All right then, I want you to take Dawson to lunch today and inform him of his promotion to Assistant Executive Director in charge of the Wang deal.

James: Thank you, sir. I can assure you that you won't regret your decision.

Mr. Barnes: All right, Goddard. That's all. You can go.

James: Yes, sir.

Mr. Barnes: Oh, Goddard, one more thing.

James: Sir?

Mr. Barnes: You can put the lunch bill on your new executive expense account.

James: Yes, sir!

Situation 21 James' Office

James: Stacy, would you get Steve Dawson on the line for me, please?
Stacy: Right away, Mr. Goddard. Dials Steve's extension Mr. Dawson, this is Mr. Goddard's office, please hold for Mr. Goddard.
James: Speaking on the phone Good morning Steve, how's it going?
Steve: James! Yeah... I'm okay. How are you?
James: I'm doing pretty well this morning. But you don't sound so good. Is something wrong?
Steve: Well, it's just that I've been worrying all night about what happened yesterday.
I still feel terrible about the way I acted in the meeting.
James: Listen, I told you last night to forget about it.
Steve: I know you did. But I can't get over it so easily.
I really feel like I let you down yesterday.
James: Look, do you have any plans for lunch today?
Steve: Nothing special, why?
James: Then why don't you let me buy you lunch today?
Steve: Actually, I feel like I should buy you lunch.
James: No, today lunch will be on me.
Shall we meet at twelve o'clock, then?
Steve: All right, I'll see you at noon.
James: See you then, Bye.
Steve: Bye.

Situation 22 At the Restaurant

Steve: Wow, this is a really expensive place.
Are you sure you want to eat here?
Why don't we just go get a couple of sandwiches?

James: Don't worry about that.

The waitress greets them.

Waitress: Good afternoon. How many people today?

James: Just the two of us.

Waitress: Would you like a booth?

James: That will be fine, thank you.

Waitress: All right, follow me please.

James and Steve are seated.

Waitress: Here is our lunch menu with the specials listed on the right.
I would especially like to recommend the steak and lobster combination. The lobster is very fresh.

Steve: I think I will just have the soup and salad special, please.

James: What are you talking about?
Why don't we both get the steak and lobster special? It sounds great.

Steve: But James, that will be a sixty dollar lunch bill.
I know what your salary is and you can't afford lunches like this.

James: Don't worry about it. This goes on a company credit card.

Steve: But we don't have company credit cards.

James: As of today, I have one.

Steve: James! That mean that you got a promotion?

James: Let's order first, then I'll tell you all about it. Waitress, We'd like two of the steak and lobster specials.

Waitress: Yes, sir. And how would you like your steak?

James: Medium rare, please.

Waitress: And you, sir?

Steve: Make mine medium well, please.

Waitress: Fine. Anything to drink today?

James: Yes, I believe we will have two glasses of your best red wine.

Waitress: Very good. Will that be all?

James: Yes, Thank you.

Steve: Would you tell me what's going on? I'm dying of curiosity.

James: I met Mr. Barnes this morning and we had a very interesting talk about the Wang account.

Steve: What did he say?

James: Well, first of all, you are looking at a new Executive Director in charge

of the Wang account development team.

Steve: Are you serious? Congratulations James, you really deserve it. Wow! An executive position, I can't believe it.

James: That's not all. Mr. Barnes thinks that what this account really needs is not only technical support but a new promotional strategy to emphasize the strengths of our software and Wang's operating systems.

My new job is to put together and supervise team to continue technical development and support. In addition, as I just mentioned, the team will have to come up with a new and innovative marketing strategy for the product.

Steve: That all sounds great, James. I'm really happy for you. If I been just a little more of a team player, perhaps Mr. Barnes would promoted me to the team as well.

I guess I really missed my chance yesterday.

James: Well, that is what I wanted to talk to you about over lunch today. Even though things didn't go that well for you yesterday, I understand why it happened.

I know how much stress you've been under at work to bring in a big contract.

Steve: To be honest, I haven't been sleeping very well because of the stress.

James: Also, I remember how much you helped me when I first joined the company. That is why I want you to be my right hand man on the new team. Mr. Barnes authorized me to offer you the Assistant Executive Director's position.

Steve: You're not joking, are you? You are being serious with me?

James: I'm being totally serious.

Steve: I can't believe it. This is the chance I've been waiting for. But, I don't understand. Yesterday Mr. Barnes looked like he was ready to fire me. What changed his mind?

James: I don't think he was really that mad at you. But he did ask me who I wanted to be second hand command on my team and I said that I wanted you.

Steve: After yesterday you would still do this for me?

James: Like I said before, I understand why you acted the way you did yesterday. I also need your advertising expertise on the team.

Steve: I don't know what to say. This is the promotion I've been waiting for.

James: Congratulations, Steve.

Waitress brings the food and drinks.

Waitress: Here are your orders and your drinks. Enjoy your meal.

JamesSteve: Thank you.

Waitress: If there is anything else I can get you, please let me know.

James picks up his wine glass.

James: Let's make a toast to our new team.

Steve: Cheers!

Situation 23 Back at the Office

James: Stacy, could you come in to my office for a minute?
Stacy: I'll be right there, Mr. Goddard.
James: Sit down, Stacy.
Stacy: Thank you.
James: Stacy, do you like working for me?
Stacy: Yes, Mr. Goddard. Very much.
James: Well, I have been promoted to executive position, and I'm going to need a secretary that can handle the pressure.
Do you think you can do the job? Of course there would be a raise with the new job.
Stacy: Congratulations, Mr. Goddard! That's a great news! Of course I would like to continue to work for you in your new position.
And don't worry, I can handle it.
James: Good, that's settled then. Just one thing, if I need you to start working before nine o'clock, I hope you don't complain.
Stacy: Of course, Mr. Goddard. You won't hear me complain.
James: Good, then let's start packing for the move to our new office.

Situation 1 Waking Up Late

Charles and Mike are roommates in a college dormitory.

Charles: Mike, don't you have a class at noon?
Mike: Huh?
Charles: I said it's eleven forty-two, and you have a history class at twelve.
Mike: What? Eleven forty-two?
Why didn't you wake me up earlier?
Charles: Because I am not your mother. And because, if you must know, I had an English literature class until eleven.
Mike: Crawling out of bed. Yeah, whatever, it's my fault anyway.
I shouldn't be out drinking till three AM when I have class the next morning.
Charles: Oh, you finally figured that out, huh?
By the way, that's exactly what you said last Thursday morning when you got up late. You're hopeless.
Mike: I thought we decided that you weren't my mother.
Are you finished with your lecture?
Charles: Yes. And you are going to be late for yours if you're not careful.
It is already eleven fifty-three.
Mike: Eleven fifty-three?! Quit talking with me or I'll never get ready.
Have you seen my American history textbook?
Charles: Hang.....
Mike: I asked you a question!
Charles: I thought you told me to quit talking to you, something about making you late.
Mike: Okay, okay, I'm sorry. Where's the book?
Charles: It's right over there on your desk.
Mike: Grabbing the book and running for the door. You bastard.
Charles: Yeah...You're welcome.

Situation 2 A History Lecture

Sitting down in the back of the lecture hall.

Mike: I thought for sure I'd be late.
Sarah: Hey, Mike. You are late. But so is Professor Clark. He's getting old. Maybe he forgot about class today.
Mike: We should be so lucky. No, I'm just happy that he's later than me. I was really worried.
Sarah: Oh, here he comes.

Entering from the front of the room and walking up to the podium.

Prof. Clark: Good morning, class, or should I say good afternoon?
Twelve o'clock classes always confuse me. In any case, let's begin today's lecture.
Today I want to speak about the American Civil War, which I am assuming all of you read about last week in a book by Huntington. The Civil War can be analyzed in many ways, but today I want to discuss it as a result of economics.
The Northern United States industrialized rather early and so had little need for slave labor in their society.
The southern states, on the other hand, had an economy based on agriculture, particularly cotton.
This caused a much higher demand for slaves to supply manual labor in the fields.
Eventually this fundamental difference in economic structures led to a difference in ideology. And, as ideological differences often do, this led to a conflict which eventually resulted in war.
In this way, the Civil War is not unlike the Cold War between the United States and the Soviet Union, which was also largely caused by differing economic systems.

Situation 3 Brunch

Class ends and Sarah and Mike walk out of the building.

Sarah: Mike, would you like to have lunch?
Mike: I'd love to. But it's actually brunch for me. I woke up late and haven't eaten anything.
Sarah: Sure, brunch is good too.
I know a place that serves breakfast all day. And they have great sandwiches too. I already had breakfast.
Mike: Great. I can have some pancakes, and you get whatever you want. I just can't start the day with a sandwich.

Sarah and Mike walk across campus to a restaurant.

Sarah: Here it is. What do you think?
Mike: It looks good.
But I'll have to try the food before I really tell you what I think.
Sarah: Fair enough.
Waiter: How many?
Mike: Just two.
Waiter: Please, sit anywhere you'd like.

Sarah and Mike go sit down.

Waiter: Can I get you something to start?
Sarah: Do you have decaf coffee?
Waiter: We sure do.
Sarah: I'd like a cup of decaf and some water, please.
Mike: Can I get an orange juice?
Waiter: One decaf and one O.J.?
Sarah: And don't forget the water.
Waiter: Oh yeah, and the water.
The waiter returns with the drinks. Are you ready to order?
Mike: Yes. I'd like the blueberry pancakes with a side order of two eggs, over easy, and some bacon, extra crispy.
Sarah: And I'll have a turkey sandwich on wheat bread, no mayonnaise, please.
Waiter: The sandwich comes with your choice of french fries or salad, which one would you like?
Sarah: Salad, please.
And could you put the dressing on the side?
Waiter: Of course. That will just be a minute.

Situation 4 Back in the Dorm Room

Charles: Did you make it to class on time?
Mike: No, but neither did the professor, so it was no problem.
Maybe he was out drinking last night too.
Charles: I doubt it. But at least
you didn't get in trouble. You have class even earlier tomorrow
morning; I hope you aren't going out again tonight.
Mike: We'll see. Besides, you don't need to worry about me. My grades are
fine.
Charles: That's true. But I still worry.
Mike: Why?
Charles: Because when you wake up late, or forget something, or whatever,
you always yell at me.
Mike: Sorry.
It's just that I'm not used to living away from home.
I am only a freshman. And, this is the first time I haven't had my
parents to wake me up, make me breakfast, and all that stuff.
Charles: Yeah, I remember how it was. I mean, I'm only a junior, but it seems
like I've been away from home forever.
Still, during my first year of college, I was just like you. It just takes a
while to get used to managing your own time.
You'll be doing it in no time.
Mike: I sure hope so. This is no way to live.
Charles: You say that every day, and then go out every night.
Mike: That's true. In fact, Sarah invited me to a party tonight at her sorority.
Charles: A sorority party, huh? Now that's different.
Do you think I could join you?
Mike: I'll see what I can do.

Situation 5 A Telephone Conversation

Mike calls Sarah on the phone.

Mike: Hello, may I speak with Sarah?
Lisa: May I ask who is calling?
Mike: It's Mike Watson, from her U.S.history class.
Lisa: Okay, just a second.I'll get her.

Sarah picks up the phone.

Sarah: Hello.
Mike: Hi, Sarah.It's Mike.
Sarah: Didn't we just see each other? You must really like me.
Mike: You know I do.But that's not why I called.
You know my roommate Charles?
Well he wants to come with me to the party tonight.
Sarah: Charles? Isn't he kind of a bookworm? Why does he want to come to the party?
Mike: Yeah, he does study a lot, but he is not a bad guy.
And there will be so many girls tonight, maybe even he can get lucky.
Sarah: Haha...I wouldn't bet on it.But, yes, I'll put his name on the guest list.How do you spell his last name?
Mike: M-A-L...

Cutting Mike off.

Sarah: Wait, wait.Let me get a pen and paper.What was that again?
Mike: His last name is spelled M-A-L-I-Z-E-W-S-K-I.
Sarah: Got it.Are you guys coming together?
Mike: Yeah.Should we bring anything?
Sarah: No.We have that all taken care of.
But be sure to dress nicely.It's a semi-formal event.

Mike: Don't worry.We'll both be in suits.
Sarah: And ties, right?
Mike: Right, right.Although Charles' tie might be a clip-on.
Sarah: Oh, you are so bad.I'll see you at seven.Don't be late.
Mike: Okay, seven o'clock.I'll see you then.Bye.
Sarah: Bye.

Situation 6 Buying a Shirt

Mike: Charles, you're on the list for tonight, but we have to wear suits.
Charles: No problem. I've got plenty of suits.
Mike: I know, but I don't.
I only have one and it's not the greatest. Still, it'll pass.
The real problem is I have no shirt or tie.
Charles: I've got plenty of those too.
Mike: I know, Charles.
But you're five-seven and I'm six-two.
I hardly think I'll be wearing any of your clothes.
Charles: I see what you mean.
But you could borrow one of my ties, right?
Mike: True. But that still leaves me shirtless.
I've got to go get one.
Mike goes outside, catches a taxi, and heads for a local men's clothing store.
Saleswoman: May I help you find something?
Mike: Please. I need a dress shirt for tonight?
Saleswoman: Did you have any particular style in mind?
Mike: No. Just something plain.
What do you have in a white oxford cloth with button down collars?
Saleswoman: We have a very nice shirt for Ralph Lauren, but it has the Polo mark on it. Is that okay?
Mike: Fine, fine.
Saleswoman: What size are you?
Mike: I'm not sure. My mom buys all my clothes.
But I think I'm about a sixteen inch neck and thirty-three inch sleeve. Does that sound about right?
Saleswoman: Probably for the neck, but you're pretty tall.
Let's try thirty-five inch sleeve.
Mike: You're the pro, whatever you say.

Situation 7 In a Taxi

Driver: Where to pal?
Mike: To Carleton College, please.
Do you know where Elliot House is?
Driver: Elliot's house? I thought you wanted to go to Carleton.
Mike: I do. And it's not Elliot's house, it's Elliot House.
That's the name of my dormitory.
Driver: Oh, why didn't you say so? And no, I don't know where it is.
Mike: That's all right. Just go to the college and I'll give you directions from there.
Driver: You got it. They arrive at the front gate of the college.
We are here. Now where to?
Mike: Make a right turn at the gate, then go down two streets and take a left.
Driver: Will that be a left on Broadway?
Mike: Yes, Elliot House is at 357 Broadway.
Driver: Good for Elliot House. But Broadway is a one-way street.
I can only turn right.
Mike: Woops, sorry about that. I don't have a car and so I never pay attention to which streets are one-way.
Driver: Don't worry about it, kid. I know a shortcut anyway.
I'll take the first left instead of the second, and then go around the back of your dorm.
Mike: Great. It's a good thing you know the streets around here better than I do.
Driver: That's my job. I get paid to know these streets.
Where are you from, not from around here I guess?
Mike: No. I'm just here for school. I'm an originally from Delaware.
Driver: Nice state, Delaware.
Well, here we are. That'll be seven dollars and fifty cents.
Mike: Here's nine, keep the change.
Driver: Thanks.
Mike: No, thank you.

Situation 8 Charles' English Class

After Mike leaves, Charles goes off to his second English literature class of the day. He arrives early, takes his seat and waits for the professor to begin.

Professor: Good afternoon, class.

Today we are going to discuss the reasons for Shakespeare's near universal acceptance and popularity the world over.

It is not that English literature is superior to the literatures of other countries or that Shakespeare was a better writer than other authors.

Although he was, of course, a great writer, still, I believe the universality of his themes and stories which make him great.

Almost anyone from any country at any time in history can identify with these themes. For all people in all times experience love, hatred, jealousy and greed.

Everyone at one time or another has questioned the meaning of existence, or wanted to take revenge on an enemy.

Yes, class, it is these subjects and questions which transcend time and place that make Shakespeare not only popular but also great.

Situation 9 Getting Ready for the Party

Mike comes out of the bathroom.

- Mike: Damn, I cut myself shaving.
- Charles: No problem, just put some toilet paper on it.
- Mike: I know that, but I'm going to have a big scab on my neck all through the party.
- Charles: No one will notice it.
- Mike: Why not?
- Charles: Because of that big pimple you have on your chin.
They'll all be too busy staring at that to notice a little cut on your neck.
- Mike: Thanks a lot. If I keep talking to you I'll be too embarrassed to go to this party at all.
And I'm the one who got you invited. You owe me.
- Charles: Sorry, I was just trying to help. Here, let me get you that tie.
- Mike: That's more like it. Now you're making yourself useful.
- Charles: Do you like stripes or solids?
- Mike: Give me a stripe one. My shirt is solid white;
I don't want to look too plain.
- Charles: Good thinking. Do you want a matching handkerchief?
- Mike: God no. Charles, this is only a semi-formal occasion.
Don't get too fancy.
- Charles: I know, but when I dress up I like to go all out.

Situation 10 Calling for Directions

Mike calls Sarah's sorority to get directions to the party.

Mike: Hello, may I speak with Sarah, please?
Cindy: Sarah's not here. Can I take a message?
Mike: No, no message. I was just calling for directions to the party tonight. Do you know where it is?
Cindy: Sure, I'm going too. It's in the grand ballroom of the Hyatt Hotel.
Mike: And what's the best way to get there from school?
Cindy: Will you be driving?
Mike: Well, I won't. But my friend Bill has a car, and my roommate and I will be going with him.
Cindy: Okay, it's really easy. Just go straight down Main Street heading toward downtown.
Then turn right on Brattle Street, you know where Brattle is, right?
Mike: Yeah, isn't there a Gap clothing store on the corner?
Cindy: Right. And from there just go down about four blocks and Hyatt is on the corner of Brattle and Kearney Street.
And the grand ballroom is on the second floor. Did you get all that?
Mike: Got it. Anything else I should know?
Cindy: No, just be there a little early or all the good food will be gone.
Mike: Okay, we'll be there at eight o'clock sharp.
Cindy: Fine, but the party starts at seven.
Mike: That's right. I forgot. We'll be there no later than quarter after seven, okay?
Cindy: Great. See you then.
Mike: See you then. Bye.

Situation 11 Mike Introduces Charles to Bill

Bill arrive at the dormitory to drive Mike and Charles to the party. He knocks on their door.

Charles: Who is it?

Bill: It's Bill. Is Mike in?

Mike: Yeah, Bill, I'm right here. Come on in. Bill comes into the room. Bill, how are you?

I'd like you to meet my roommate, Charles.

Bill: Reaching out to shake Charles' hand. Nice to meet you, Charles. My name's Bill Rodriguez.

Charles: Hi, my name's Charles Malizewski. Nice to meet you too.

Bill: What year are you, Charles?

Charles: I'm a junior. How about you?

Bill: I'm a freshman. Mike and I entered together. What's your major?

Charles: I'm majoring in English literature, and you?

Bill: Engineering, even though I'm terrible at math and science.

Charles: I'm just the opposite. Math and science are easy for me, but I really like English lit.

But I'm really not very good at it.

Bill: Well, you can't be good at everything.

Charles: I guess not.

Mike: Are you girls done chatting yet? We're going to be late.

Bill: Very funny. And don't worry, it's only six twenty.

We've got plenty of time. You just keep getting ready; I'm enjoying talking to Charles. So, Charles, where are you from?

Charles: Delaware, have you ever been there?

Bill: Sure, I'm from Pennsylvania, but my grandparents live in Delaware. I go there every summer. It's great.

Charles: Where in Pennsylvania are you from?

Bill: A little town outside of Philadelphia.

You've probably never heard of it.

Charles: Probably not. But I do know Philadelphia.

Mike: Charles, everyone knows Philadelphia. Let's get going.

Bill: You're right. It's always good to arrive a bit early. Let's go.

Situation 12 Driving to the Hotel

Mike, Charles and Bill are all in Bill's car.

- Bill: What's the best way to get there?
- Mike: Looking in his pockets for the directions. I wrote down the directions but I can't seem to find them. Anyway, I think I remember. It's at the Hyatt, do you know how to get there?
- Bill: No.
- Mike: Charles, do you?
- Charles: No.
- Mike: That's all right. I think I remember.
Take a left here and get on Main Street.
- Bill: Okay. Bill turns left. And which way should I turn on Main Street?
- Mike: Towards downtown.
- Bill: That will be another left turn, right?
- Mike: Right.
- Bill: Do you mean make a right turn or that a left turn is correct?
- Mike: A left turn is correct.
- Bill: Are you sure about that?
- Mike: Yes, I'm sure. What I'm not sure about is where to turn after that. It was either on Brattle or Barry Street.
- Charles: Oh yeah, now I remember. The Hyatt is on the corner of Brattle and Kearney.
- Bill: That sounds right. So that means a right turn on to Brattle, right?
- Charles: Correct.
- Bill: And from there it's easy.

Situation 13 Arriving at the Party

Mike, Charles and Bill arrive at the hotel and ask the doorman for directions.

Mike: Excuse me, but could you tell us where the grand ballroom is?
Doorman: Of course, sir. The grand ballroom is located on the second floor in the rear of the hotel.
Mike: Thank you.

Mike, Charles and Bill go up to the second floor and arrive at the entrance to the grand ballroom. There is a woman standing in front of the door.

Woman: Good evening, gentleman. May I see your invitations?
Bill: Mike, you didn't tell me about any invitations.
Charles: Yeah, Mike. I thought you called Sarah and took care of it.
Mike: I did. Look, Miss...

The woman cuts Mike off.

Woman: My name is not Miss, it's Barbara.
Mike: I'm sorry, Barbara. If I could just go in there and talk to my friend Sarah, I'm sure she can straighten this out.
Woman: I'm sorry, Not without an invitation.
Mike: Yes, I understand. But to get our invitations I have to go in and talk to Sarah.
Woman: Well, okay, but only you, your friends will have to wait here until you all have invitations.
Mike: That's fine, I'll be right back. Mike goes in, finds Sarah and returns with three invitations. Here you are, Barbara, three invitations, sorry to bother you.
Woman: No bother, I was just doing my job.

Situation 14 At the Party

Sarah: You guys finally made it!

Mike: Thanks to you.

Bill: Yeah, Sarah, thanks a lot.

Sarah: Don't mention it.

What fun is a sorority party if no guy show up?

Charles: True, but I really appreciate you getting me in on such short notice.

Sarah: Don't mention it. Any friend of Mike's is a friend of mine. Hey, that's a nice tie, is it a clip-on? Hm...

Sarah smiles, Mike and Bill try not to laugh.

Charles: No, I tied it myself. Do you really like it?

Sarah: Yeah, and the stripes make you look taller.

Charles: I'll take all the help I can get.

Mike: Come on, Charles, Sarah's my date. Let me talk to her a little. Why don't you and Bill go meet some nice girls?

Bill: I didn't come here and meet nice girls.

Sarah: You devil. I know what kind of girls you like.

Bill: Then and ...introduce me to a couple of them.

Sarah: Hm...Hm...I'm sorry, Bill, but you'll just have to be content with one tonight.

Bill: Whatever you say, where is she?

Sarah: Give me a second and I'll find someone.

Bill: Ok, but only one second.

Situation 15 At a Brew Pub After the Party

After the party Bill goes home with his new girlfriend, while Mike and Charles go out for a beer.

Mike: Charles, how about a beer before going home?
Charles: That sounds good. I didn't meet a single girl tonight.
Mike: Sarah tried to introduce you, but you're so shy.
Charles: I know, I know. I don't want to think about it. Let's go to a brew pub.
Mike: What's a brew pub?
Charles: Oh yeah. I forgot you are a freshman. A brew pub is a bar and restaurant where they brew their own beer.
They have lots of different beers and all of them are fresh and homemade.
Mike: Sounds interesting. Is it far away?
Charles: No. It's right around the corner. Come on.

Mike and Charles go into the brew pub, sit down, and are greeted by the waitress.

Waitress: Good evening. Will you be having dinner or just beer?
Charles: Just beer. What do you have?
Waitress: Do you like light or dark beers?
Charles: Dark. What about you, Mike?
Mike: Me too.
Waitress: For dark beers we have a honey porter, and oatmeal stout, and special winter ale.
Charles: I'll take a stout.
Mike: Could I have the winter ale, please?
Waitress: Sure, one stout and one ale coming right up.

Situation 16 The Morning After

Charles and Mike both wake up late.

Mike: Hey, Charles, do you know what time it is?
Charles: Let me check.It's twelve fifteen.
Mike: Damn, I knew we shouldn't have those last two beers.
Charles: What? You're the one who insisted we stay until that place closed.
Mike: Yeah, but you're older than I am.You should have known better.
Charles: Okay, whatever you say.But don't yell at me next time I tell you to stop drinking.
Mike: Well, I can't promise anything, but I'll try.
Charles: By the way, don't you have class at one o'clock?
Mike: Class? What class?
Charles: Your Sociology class, perhaps?
Mike: That's right.I forgot.How is it that you remember my schedule better than I do?
Charles: Maybe because you always yell at me if I don't.Besides, I've been here longer than you so I'm used to a college schedule.
Mike: True.And even if I yell at you that doesn't mean I don't appreciate all your help.I really do.
Charles: Don't mention it.I think of you as a little brother.
I have a baby brother who's the same age as you.
Mike: Hey, wait a minute.I'm no baby.

Situation 17 Going for Coffee

Mike: Charles, I have time for a cup of coffee, do you?
Charles: Are you buying?
Mike: Sure. It's the least I can do for all your babysitting.
Charles: I never said you were a baby. And yes, I'd love some hot coffee.
Mike: Good, because I know a great cafe that just opened across the street from school. It's called Someday Cafe.
Charles: Someday Cafe, that's a cool name. But is the coffee any good?
Mike: Good? It's great. I always get the double latte, but their normal coffee is tasty too.
Charles: Sounds good, let's go.

Charles and Mike quickly get dressed and go to the cafe.

Employee: Hello, what would you like this afternoon?
Mike: I'll have a double latte, please.
Employee: And you?
Charles: Could I please have a large coffee?
Employee: Of course. That's one double latte and one large coffee, right?
Charles: Right. How much is that?
Mike: No, I said that I was paying.
Employee: Well, that will be four dollars and fifty cents for whoever is paying.
Mike: That will be me. Here is five dollars.
Employee: Thank you. Here is your change.
Mike: Thanks. Charles, let's go sit over by the window.
Charles: Okay, how about on that sofa?
Mike: Okay.

Situation 18 A Political Discussion

Charles and Mike go sit down on a sofa by the window.

- Mike: What do you think about the upcoming elections?
- Charles: Didn't your parents teach you not to discuss politics in the morning?
- Mike: What do you mean morning? It's already twelve forty.
- Charles: Yes, but I've been awake less than an hour, so to me it is still the morning.
- Mike: Well, that's too bad because this election is important, and I want to talk about it.
- Charles: Yes, I can tell. You really aren't going to give up, are you?
- Mike: Nope.
- Charles: Okay, then, what is so important that you must talk about it before I finish my coffee?
- Mike: It's Major Jamison. He's a thief and he just can't be reelected.
- Charles: Listen, Mike. Politics are politics.
Even if we elect a new major, he will turn out just the same as Jamison.
- Mike: No, that's not true. Larry Strauss is running for major too and he's an honest man.
- Charles: You really are a baby. You are so naive.
Anyone who wants to be a politician is already dishonest.
- Mike: I don't believe that. You are only twenty years old. Why are you so cynical?
- Charles: I'm not cynical, I'm realistic.
- Mike: No, really. Why are you so sure politicians are dishonest?
- Charles: Well, if you must know, my father is a politician.
- Mike: Really?
- Charles: Yes, really.
- Mike: What does he do?
- Charles: He is a state senator.
- Mike: How long has he been a senator?
- Charles: As long as I can remember.
And he's always been crooked so don't tell me you think politicians are honest.
- Mike: Look, Charles. I don't want to talk about politics.
- Charles: What? You're the one who started this discussion.
- Mike: I know, and now I'm ending it. I have class at one.

Situation 19 Sociology Class

Mike arrives early and takes a seat near the front.

- Nancy: Hey, Mike, you're never early, what's up?
- Mike: I know, but I was having a terrible discussion on politics with my roommate Charles, and I just had to run away. I just can't discuss politics in the morning.
- Nancy: I know what you mean. I hate talking about politics. I can't believe Charles would do that.
- Mike: Yeah, it's really rude, isn't it? Well, that's why I am early.
The professor comes in and sits at a table at the front of the room.
- Professor: Good afternoon. Last week we were discussing the theory of functionalism.
This theory, in brief, states that all people are in a certain socio-economic position for a reason. It further states that each of these positions serves a function and so should naturally be preserved.
Although such a theory seems valid at first glance, there are many problems with it. Today I would like to discuss some of the weak points of the theory of functionalism.
One of these, for example, is that it does not explain the great difference in opportunities given to the rich as opposed to the poor. Rather, it assumes that the poor have no money because this is their natural condition.
Can anyone think of any more shortcomings of functionalism?
- Nancy: Well, it's not only money that they don't have. If they don't have money, that also limits their chances for education, medical care and other important services.
- Professor: Excellent point. Would anyone like to add something?
- Mike: I think it is all the fault of dishonest politicians.
- Professor: Looking confused. Interesting. I am not sure I understand what you mean, but, yes, many politicians are corrupt.
- Mike: They sure are. Like my roommate's dad...

Situation 20 The Laundromat

Class ends and Mike and Nancy leave together.

Nancy: Hey, what are you doing now?

Mike: Nothing, why?

Nancy: Oh, I was just going to do my laundry and I was wondering....

Mike: Interrupting her. I'd love to, but there is only one washing machine in our dorm, right?

Nancy: Right. But I know of a cool laundromat about a block from school. How does that sound?

Mike: It sounds all right. What's so cool about this particular place?

Nancy: Well, while you wash your clothes, you can do a lot of other things, too.

Mike: Other things? Like what?

Nancy: Well, they have a coffee bar.

Mike: No. I just had coffee before class.

Nancy: They also have a snack bar with really good pizza and sandwiches.

Mike: Aha, pizza, that's more like it. I'm really hungry.

Nancy: Good. If you come with me, I'll buy you some pizza.

Mike: It's a deal. But I should warn you, I eat a lot.

Nancy: That's all right. I just got paid at work yesterday so I have some extra money.

Mike: I wish my girlfriend had some extra money sometimes - I pay for everything.

Nancy: Maybe you should think about getting a new girl friend.

Mike: Don't say that. Sarah is a great girl.

Nancy: I know. I was only joking.

Mike: Oh, good.

Situation 21 Meeting Bill

***Mike and Nancy finish their laundry, and Mike leaves for home.
He meets Bill on the way.***

Bill: Hey, Mike, where are you going with that laundry in your hand?
Mike: What's up, Bill?
Bill: Nothing much. I just left that girl I met at the party.
Mike: But it's three thirty, have you been together since last night?
Bill: Yep.
Mike: You dog.
Bill: No, it's not what you think. She is a really nice girl and we just sat up and talked all night.
Mike: I thought you didn't want to meet a nice girl.
Bill: Actually I didn't at first. But once I started talking with her it was different.
Mike: This is not like you. What was so different?
Bill: She is intelligent and funny and...

Bill stops and thinks without saying anything.

Mike: And what?
Bill: And beautiful.
Mike: You sound like you're in love.
Bill: I think I am.
Mike: But I thought you didn't believe in love at first sight.
Bill: I didn't before last night, but now I'm not so sure.
Mike: Wow, of all those my friends you are the last person I expected to be saying this.
Bill: I'm surprised too, but it's all true. What can I say?
Mike: You don't have to say anything. I think it's great.
But I have to run. My laundry is going to get wrinkled.
Bill: What? I may be in love for the first time in my life, and you're worried about your laundry?!
Mike: Sorry. Hey, why don't you come to my room and we can talk about it there?
Bill: That's a great idea. Let's go.

Situation 22 The Internet

Charles and his friend Kristina are back in the dorm room using the internet.

- Charles: Kristina, do you usually use Netscape Navigator or Internet Explore when you surf the web?
- Kristina: Charles, I don't know anything about computers. That's why I'm here to learn from you.
- Charles: Oh, right. Well, personally, I only use Netscape. It's the best and besides I don't like using anything from Microsoft.
- Kristina: Ah, Charles, let's start at the beginning. What on earth does "surfing the web" mean?
- Charles: I forgot. You really are a beginner. "Surfing the web" means exploring the world wide web.
- Kristina: That's nice. And what, may I ask, is the world wide web?
- Charles: That's just like saying the internet.
- Kristina: Okay, that's not so difficult to understand.
- Charles: No, it isn't. You'll understand all this in no time.
- Kristina: I sure hope so. Not knowing about the internet makes me feel so premodern.
- Charles: Well, the internet will have you feeling postmodern.
- Kristina: At this point, I'd be happy with just plain modern.
- Charles: I think we can do that. Here, let's go to my homepage.
- Kristina: Um, I don't want to sound dumb, but what's a homepage.
- Charles: Don't worry about it and don't ask so many questions. Just listen, watch and learn, soon you will understand everything.
- Kristina: Is it really that easy?
- Charles: Yes, I'm telling you. All you have to do is be able to read and push buttons. There is nothing more to it.
- Kristina: That much I think even I can do.
- Charles: I'm sure you can.

Situation 23 Mike and Bill Arrive

Just as Charles and Kristina are finishing their internet session, Mike and Bill arrive at the dorm.

Mike: Hi, you guys. Are you busy because we can go somewhere else?
Charles: No, we were just finishing.
Kristina: Yeah, I have to get home for dinner anyway.
Mike: Okay, but I don't want to rush you.
Charles: No rush. We're leaving. Bye.
Kristina: See you later, Mike, Bill.
Charles and Kristina leave.
Mike: Okay, they're gone now. Tell me more.
Bill: There's nothing to tell. I just think I'm in love.
Mike: Love? That's ridiculous. You don't even know her.
Bill: So what? Don't you believe in love at first sight?
Mike: Yes, as a matter of fact, I do. But you don't and you never have.
Bill: But I do now, people can change, you know?
Mike: I know. I guess I'm just surprised to be hearing this from you, the one who change girlfriend every week.
Bill: Hey, don't tell her that, okay? I mean, we just met and I don't want her to get the wrong idea.
Mike: You mean the right idea, don't you?
Bill: Come on, Mike. I'm asking you for a favor here.
Mike: Bill, you know you don't have to worry about me. I may tease you but I'm your friend. I'll tell her nothing but good things about you.
Bill: I knew I could trust you.

Situation 24 Mike Meets Mimi

Bill decides to introduce Mike to his new girlfriend, Mimi.

Bill: Mike, today is the day I want you to meet Mimi.
Mike: Great, but who is Mimi?
Bill: Mimi is my new girlfriend, you know that.
Mike: No, you told me her name is Margaret.
Bill: Well, it is, but her friends all call her Mimi.
Mike: Wow, you really are in love.
Bill: What? Because I call her Mimi?
Mike: Forget it. Let's go meet her.
Mike and Bill go outside where Mimi is waiting for them. Bill and Mimi forget Mike is there.
Bill: Hi, sweetheart.
Mimi: Hi, honey.

Mike makes a sour face.

Mike: Excuse me, but are you going to introduce me?
Bill: Oh, sorry. Mimi, this is Mike.
Mimi: It's so nice to meet you. Bill has told me so much about you.
Mike: That was fast considering you two just met a couple of days ago. I guess there's not much to tell about me.
Mimi: Oh, stop. Anyway, my name is Margaret, but you can call me Mimi.
Mike: Thank you. My name is Mike, you can call me Mike.
Bill: Stop joking around, Mike. He's a really nice guy once you get to know him.
Mimi: I'm sure he is.
Bill: Let's go get some ice cream. It's hot as hell out here, and we can talk in there.
Mimi: That's a great idea.
Mike: Sarcastically. Yeah, you're a genius.