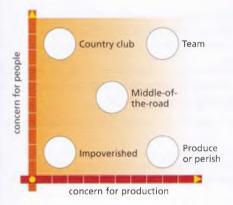
Listening

4 3 1:68-1:71 Listen to Eliana's interviews with the four members of staff, and take notes.

Discussion

- In small groups, discuss the questions.
- 1 How are the employees' stories different from their managers' versions? Who should you believe?
- 2 What are Carla Hartmann, Vitor Martins, Isabel Correia and Antony Middleton's management styles?
- 3 What strategies do you feel would be most effective in managing Wilson Holden, Susan Shipley, Luigi Tarantini and Natasha Gomes in future?
- 4 How should Eliana manage the managers?





Presentation

In your groups, draw up an action plan covering all the issues. Present your plan to the class and take questions.

NAME: Wilson Holden

AGE: 26

POSITION: Moulding Engineer
MANAGER: Carla Hartmann

MANAGER'S COMMENTS: Young graduate engineer.
No problems in first year, but uncommunicative.
Three months ago he started suggesting changes to procedures. I explained it was not his job to make changes; if changes are needed I will make them. Since



then he has consistently disregarded procedures and encouraged other colleagues to do the same. He refuses to follow instructions; last week he refused to work on Saturday, even though all the engineers agreed to do one Saturday per month. He is insolent, arrogant, frequently uses foul language and cannot accept criticism.

NAME: Susan Shipley

AGE: 38

POSITION: Project Manager MANAGER: Vitor Martins

MANAGER'S COMMENTS: Susan is very experienced and autonomous (13 years with Olvea), but she seems unhappy. No obvious problems – her work is satisfactory, but people in the department say she's miserable and demotivated. Isabel Correia, my boss, said she asked to speak to her, so I thought I'd better bring it to your attention.



NAME: Luigi Tarantini

AGE: 48

POSITION: Head of R&D
MANAGER: Isabel Correia

MANAGER'S COMMENTS: Luigi does a great job for us, we've always worked well together. But just recently he's become colder, not his normal friendly self. With my engineering background, I enjoy working with Luigi in the lab, but he has become almost secretive about his work – when I offer to look at the latest test results with him he keeps suggesting I have more important things to do. No complaints about the quality of his work, everything is fine – he just doesn't



seem to want to share with me the way we used to.

NAME: Natasha Gomes

AGE: 23

POSITION: Administrative Assistant **MANAGER:** Antony Middleton

MANAGER'S COMMENTS: Natasha is pleasant and compliant. However, she lacks initiative and seems frightened of making mistakes. She seems unable to make decisions herself; she phones me several times a day to ask for instructions when a little common sense is all that is necessary. Her work is acceptable but never

excellent. Although she is much more willing than the rest of my department, I am not sure that she possesses the qualities we expect in an administrative assistant.