## Moving to the And Stance:



## How would you respond to these statements?

1.	The first five pages are very good, but your organization and argument deteriorate after that.
2.	I'd like to be able to grant your request for a day off, but we will be short-staffed that day already.
3.	It's an interesting idea to cut that program because of the pandemic, but we cannot do that unilaterally.
4.	I would like to have you join our team, but I am not sure how to entice you.
5.	I would like to lead, but I just don't have the time.
6.	I like your ideas for a research center, but I doubt you'll be able to find the resources.

7.	This section is fine, but the rest needs to be reworked.
8.	I'm very supportive of your candidacy, but I don't think I will be able to write a letter for you.
9.	I did agree you could start looking at conferences, but not that many.
10	I have had terrible experiences with him in the past, but it sounds like a great opportunity for you.
11	. I understand the circumstances, but I still need you to do this now.
12	. I appreciate your interest in the position but you don't meet our minimum requirements.
13	. Thank you for your interest in my work, but I'm unable to accept your invitation.