

75. "Waste of money, those people never will amount to anything. First nice day they take off - and you won't see them again till it rains." Response:
- A. "Their lack of ambition really bothers you."
 - B. "I guess you feel that when I know them as well as you do, I am going to have to come around."
 - C. "I guess you are tired of having people come here who can't do the job."
 - D. "It sounds as though even if things start out well here, you know sooner or later there will be trouble."
 - E. "I guess even if they really do the job, you probably won't believe it."
76. "Don't mess with that boy - I don't want anybody putting a whole lot of ideas into his head." Response:
- A. "I guess you are not sure what I am going to tell him, and there's no telling what he'll be like when I'm through talking to him."
 - B. "It sounds like you got him where you want him and mean to keep it that way."
 - C. "I guess he is a handful now and you're probably wondering if I might get him into trouble."
 - D. "I wonder if maybe you feel that when we are done he won't pay any attention to you any more."
 - E. "It might make sense if we went over things first with you."
77. "I mean you tell me a lot of stuff - that's your job - they pay you for that - but I mean, I know what you really think." Response:
- A. "I guess it is one thing for me to tell you something and another thing for you to believe it."
 - B. "I guess you really don't trust me."
 - C. "I guess I have asked you to go further than you're ready to trust me."
 - D. "It sounds like you made your mind up and whatever I tell you won't matter."
 - E. "I think you know where I stand, it is just hard for you to say so."
78. "Now hold on, yea, maybe I was supposed to be there, but something else--I mean--heck, you don't own me." Response:
- A. "You know there is nothing more important than keeping an appointment for a job interview."
 - B. "Maybe I've been riding you some, but we both want to see you on a job."
 - C. "Maybe we should slow down some, there will be other jobs."
 - D. "Sounds like you are pretty mad, what did come up?"
 - E. "What you are telling me is you are really mad at yourself."