Title: **Rapport Reflection**

Exercise Code:

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| Modules: | Group size: | Duration: |
| 1. Social Learning | Small group  Large group | 90 min |

# Purpose: empathize with the people you talk to

# Description: In NLP (Neuro-linguistic programming) the so called rapport is "a basic technique that combines communication and relationship; it is the general condition when it is possible to communicate effectively" (Wikipedia), and it is crucial to establish a good relationship between two partners in a conversation.

# Material: /

# Methods: To understand how it works in a natural and unforced environment, it will be sufficient to observe how people relate to each other. The exercise can be held in the following way:

# We form groups of 3 or 4 people;

# The groups will go out to meeting places (shopping centres, city centres, dining areas, etc.);

# The groups will observe discreetly, so as to pass unnoticed, people, known or not, while talking to each other;

# The groups will observe and take note of:

# the gestures of the interlocutors (body movements, face expressions, and possibly the tone of voice);

# the similarities and differences of such gestures.

# The groups will discuss the gestures with the feeling that they have had on the kind of interaction that took place between the interlocutors (friendly, detached, tense, etc.)

# Advice for Trainer:

# Source/Literature:

# Handouts: