Title: Paraphrasing Us

Exercise Code:

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| Modules: | Group size: | Duration: |
| 1. Social Learning  4. Professional Integrity | Small group  Large group | 15 min |

# Purpose:

* To increase the level of understanding

# Description:

Generalization is the process by which a variety of experiences and elements of the same meaning is associated, and this is very useful to take decisions quickly, without analysing every single detail before acting when a similar input is given. This may become a limit when we expect something from our interlocutor, without checking that is what they actually want to communicate. The paraphrase or rewording, which is the exposure of the contents of our conversation partner with our words, it's a good tool that allows us in a short time to check our level of understanding.

The exercise is done in the following way:

* The group will split into pairs;
* In each pair there is a subject "A" that sits behind the desk and a person "B" who sits in front of "A";
* "A" will listen a 5 minutes story that "B" tells;
* "A" rewords what "B" said, taking care not to repeat verbatim what was said;
* "B" will verify from time to time if the paraphrase reflected what he/she meant;
* After five minutes "A" will change role with "B";
* When the exercise is over, participants will discuss and compare on the perceived outcome of the communication.

# Material:

2 chairs, 1 desk

# Methods:

Experiential learning, awareness

# Advice for Trainer:

The trainer tell in advance the participants that it is very common and natural to perceive the message of our party in different ways, and he can do this with the following example: the trainer invites everyone to imagine a tree and then asks what they were referring to in specific. It will be clear that almost every person will have thought a different image, even if the word "tree" was the same (linden, oak, tree boat, crankshaft, ...)

# Source/Literature:

Modified and adapted by LiberEta from: The Quick and Easy Way to Effective Speaking -Dale Carnegie - 1962