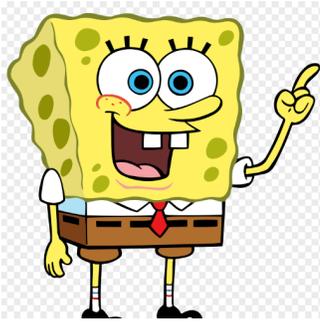


Cartoon Character



POTENTIAL LEARNING

Participants: To examine themselves and to meet each other.

Instructor: To learn about their team.

MATERIALS REQUIRED

1. Name tag per person
2. Paper and pencils/pens
3. Markers

ACTIVITY

Have participants fill out their name tag and don.

Ask participants to form pairs. Explain that you are going to ask participants to guess their partners' favorites. As you call out items, participants will write their guesses on paper.

For example, you might say: What would you guess is your partner's favorite:

1. TV show
2. Vacation destination
3. Food
4. Sport
5. Hobby

Give participants a few seconds or so to write each response. When you have gone through your list, ask participants to share their guesses with their partners.

After participants have had a couple of minutes to share their guesses, you might ask:

1. What did you base your guesses on?
2. Did anyone guess everything wrong?
3. Did anyone guess everything right?

Wrap up by making the point that in any personal interaction first impressions are often misleading. When we start a negotiation, the guesses we make about another person can lead to false assumptions about what the person wants.

INSTRUCTOR'S NOTE: See where it takes the room. Take notes.