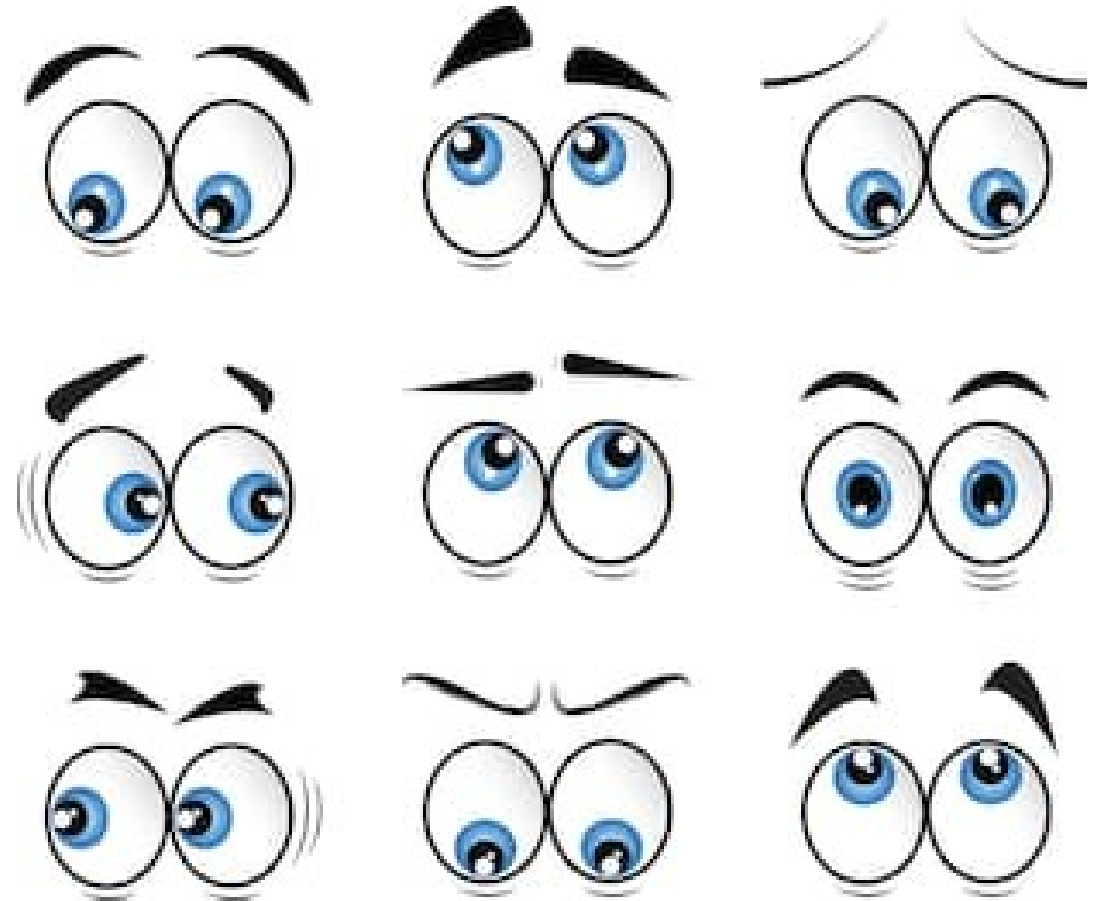


The “Eyes” Have It

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*Adapted from an activity presented in:

Beebe, S.A., & Mottet, T. P., (2016). *Business and Professional Communication: Principles and Skills for Leadership*, 3rd Ed.

Goal

Demonstrate the importance of eye contact as a part of an effective active listening strategy.

Demonstrate Effective Active Listening

- Be patient & nonjudgmental
- Verbal feedback
 - Ex: “Uh huh” “yes”
- Nonverbal feedback
 - Ex: smile, lean toward speaker, affirming head nods, mirroring
- Ask clarifying questions
- Reflect and ask additional questions
- Summarize



Partner Up



Choose a partner who you do not know and who is sitting on the opposite side of the room



With your partner, choose a topic for discussion that is of mutual interest. (ex: music, sports, a television show, fashion, books)

Round 1

Indirect Eye Contact



While maintaining **your typical level of eye contact**, discuss the chosen topic for 3 minutes.

Round 2

Intentional Eye Contact Avoidance



With the same partner, continue your discussion about the original topic while maintaining **NO eye contact** for 3 minutes.

Round 3

Sustained Direct Eye Contact



With the same partner, continue your discussion about the original topic while **staring directly into each other's eyes** for 3 minutes.

Round 4

Indirect Eye Contact



Resume using **your typical level of eye contact**, discuss the chosen topic for 3 minutes.

Discussion



Which conversation was most difficult to participate in? Which was the easiest? Why?



How comfortable were you staring directly at each other for three minutes?



Was it difficult to resume a normal level of conversation after staring at each other?



How might this change your relationship with your partner?



Considering the article you read as homework, what cultural aspects of eye contact should be considered when participating in conversations like the ones we just had?