

The “Eyes” Have It - Instructions

Purpose

The purpose of this exercise is to demonstrate the importance of eye contact when listening.

Learning Objectives

1. Learners will demonstrate effective and ineffective eye contact while listening.
2. Learners will determine the main barriers to effective listening.
3. Learners will discuss the impact of utilizing effective and ineffective eye contact while listening.
4. Learners will discuss the intercultural considerations of eye contact.

Textbook Alignment

Chapter 4 of *Communicating for Results: A Guide for Business and the Professions*, 11th edition, by Hamilton & Kroll

Chapter 4 of *Business and Professional Communication: Principles and Skills for Leadership*, 3rd edition, by Beebe & Mottet

Instructions

Homework

1. Read the article provided to you by your instructor

In Class

2. Choose a partner who you do not know and who is sitting on the opposite side of the room
3. With your partner, choose a topic for discussion that is of mutual interest. (ex: music, sports, a television show, fashion, books)
4. Follow the instructions of your instructor to complete the rest of the process
5. Reflect on your experience and complete the discussion questions