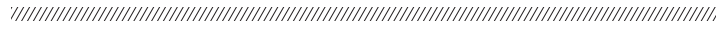




LOOKING AT:

Making Emotional Connections

(1 of 2)



PEOPLE WATCHING

Take 30 minutes to watch people around you and observe how they (a) make bids, (b) turn toward, (c) turn away, or (d) turn against. Pay particular attention to nonverbal communication.

What examples of bids did you see?

.....
.....
.....

How did you see people turn toward bids?

.....
.....
.....

What did they do that opened up or closed down the conversation?

.....
.....
.....

How did you see people turn away from bids?

.....
.....
.....

How did you see people turn against bids?

.....
.....
.....