**ENG-110S TIP Assignment #3: Making a Case**



A friend is asking for your advice! **There are three parts to this assignment (all included on this worksheet).**

1. First, you will ask questions to help your friend make an important decision.
2. Next, you will gather facts to answer those questions.
3. Then, you will write your friend an email or record a video with your end of the conversation making a case to help your friend make a choice.

Throughout the process, think of how you feel when someone else directly tells you how they think you should do something; you want to run the other way, right? In each part of this assignment, you’ll apply techniques for making a case without making demands and pushing someone away. **Refer to the Learn-Its for chapters 9, 10, and 11 to help you put this theory into practice**.

**Part One – Ask Questions**

**Sara lives in a small town in Ohio about one hour from Columbus. She just finished studying in the Paralegal/Medical Billing and Coding field (choose whichever interests you). She is thinking of moving because there aren’t many places for her to work for in her rural area. She has a brother who lives in Las Vegas, Nevada and he keeps telling her she should move there and live with him. Sara doesn’t know what to do. She has a job that is not related to her career field in her small town at the grocery store, and she could become a manager within a year or so when the current manager retires. She could stay in her town, move to Columbus, or move to Las Vegas and split rent with her brother. She needs more information before she can make this important, life-changing decision.**

**What does Sara need to find out? Let’s help by asking questions. Make a list of questions you have about this situation that would help Sara assess the short-term and long-term consequences of each of the choices she could make.**

1. **Financial Questions: Make a list of financial questions you’d ask and where you might look for that information:**

**Question:**

|  |
| --- |
| **How much is the expected expense of rent and daily life in Las Vegas?** |

**Where to look:**

|  |
| --- |
| **The first place to ask for this would be her brother, although she should still do some of her research since I know Las Vegas is actually a pretty expensive city.** |

**Question:**

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| --- |
| **How much is the expected expense of rent and daily life in Columbus?** |

**Where to look:**

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| --- |
| **Columbus is just an hour away, she could nicely take a short trip there and checkout the stores and search for places to rent or work at** |

**Question:**

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| --- |
| **How much is the expected expense of rent and daily life in her home town compared to the possible raise? Is it worth it at the risk of living all her life working at a grocery store?** |

**Where to look:**

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| --- |
| **She needs to sit down and draw the bills and ask her boss what is the likely-hood of her getting that manager position when the other manager retires and making note of the expected salary if it is a most likely yes.**  **She also needs to sit down and write a pro-and-cons chart of how much she likes or hates her current job.** |

1. **Career Outlook Questions: Make a list of career questions you’d ask and where you might look for that information:**

**Question:**

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| --- |
| **How much of a career would you consider working at a grocery store to be?** |

**Where to look:**

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| --- |
| **Inside her heart.** |

**Question:**

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| --- |
| **What jobs can you find in Columbus in your field and how much do they pay?** |

**Where to look:**

|  |
| --- |
| **Online and in the short visit while looking for the financial expenses.**  **If I was her I would start applying to all possibly open positions early whether she is decided yet or not because an acceptance there might flip the table for the change.** |

**Question:**

|  |
| --- |
| **What jobs can you find in Las Vegas in your field and how much do they pay?** |

**Where to look:**

|  |
| --- |
| **She can ask her brother and then do some more research online. If I was her I would start applying to all possibly open positions early whether she is decided yet or not because an acceptance there might flip the table for the change.** |

1. **Quality of Life Questions: What else does Sara need to consider in this situation? Where could you help her find information?**

**Question:**

|  |
| --- |
| **What is life like in Columbus? Do you know people there? If so, what are they like and what is their life like? Is that the life you want?** |

**Where to look:**

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| --- |
| **In her short visit there and with anyone she might know from there.** |

**Question:**

|  |
| --- |
| **What is life like in Las Vegas? Does she know people there besides her brother? What is her brother’s and, if applicable, that people’s lives like? Is that the type of life she wants?** |

**Where to look:**

|  |
| --- |
| **With her brother and any other people she might know there.** |

**Question:**

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| --- |
| **It might sound cheesy, but If she’s a friend of mine I would literally ask before asking anything else: Where does your heart point to? To the instant gratification of staying in the comfort zone? The city adventure of Columbus? Or to be with your brother?** |

**Where to look:**

|  |
| --- |
| **In her heart.** |

**Part Two – Gather Facts**

**For some of the questions you asked, you’d probably need to talk to Sara. However, others could be answered with research. Using the questions that you asked above, do an Internet search to gather at least 3 relevant facts to help Sara make her decision. For each of these 3 facts, find 2 different sources that state this fact. Provide the link to each of the websites where you found your information.**

**Question:**

|  |
| --- |
| **What is it like to live in Las Vegas? Some a-bit-of-all facts..** |

**Fact:**

|  |
| --- |
| **More than the movies picture, but still as expensive.** |

**Website #1:**

|  |
| --- |
| [**https://realestate.usnews.com/places/nevada/las-vegas**](https://realestate.usnews.com/places/nevada/las-vegas) |

**Website #2:**

|  |
| --- |
| [**https://www.getbellhops.com/moving-to/las-vegas-nevada/**](https://www.getbellhops.com/moving-to/las-vegas-nevada/) |

**Question:**

|  |  |
| --- | --- |
| **What is it like to live in Las Vegas? Some a-bit-of-all facts..** |  |

**Fact:**

|  |
| --- |
| **Certainly not as expensive as Las Vegas, but also less entertainment.** |

**Website #1:**

|  |
| --- |
| [**https://realestate.usnews.com/places/ohio/columbus**](https://realestate.usnews.com/places/ohio/columbus) |

**Website #2:**

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| --- |
| [**https://www.numbeo.com/cost-of-living/in/Columbus**](https://www.numbeo.com/cost-of-living/in/Columbus) |

**Question:**

|  |
| --- |
| **In which would you get paid more? (I chose Medical Billing and Coding)** |

**Fact:**

|  |
| --- |
| **Columbus is still leading.** |

**Website #1:**

|  |
| --- |
| [**https://www.salary.com/research/cost-of-living/compare/columbus-oh/las-vegas-nv**](https://www.salary.com/research/cost-of-living/compare/columbus-oh/las-vegas-nv) |

**Website #2:**

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| --- |
| [**https://www1.salary.com/OH/Columbus/Medical-Billing-And-Coding-Salary.html**](https://www1.salary.com/OH/Columbus/Medical-Billing-And-Coding-Salary.html)  [**https://www.salaryexpert.com/salary/job/medical-billing-and-coding-specialist/united-states/nevada/las-vegas**](https://www.salaryexpert.com/salary/job/medical-billing-and-coding-specialist/united-states/nevada/las-vegas) |

**Part Three—Make Your Case**

**Now that you have gathered facts and are leaning more one way than another, you will want to surround these facts with empathetic statements that take into consideration what Sara might be thinking and feeling. First close your eyes and imagine for a moment that you are Sara. What do you think she might be excited about? Scared about? Wondering about? What kind of suffering do you think Sara might experience if she takes your advice, even though in the long run it might be good for her? Open your eyes and being to compose your empathetic statements. Here are some ideas (you don’t have to use these specific ones in your final writing/video, just fill in the blanks to help you get into that frame of mind; you can be convincing however you see fit).**

**If I were you, I would probably be feeling \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ about \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**I would be wondering \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**On the one hand, I understand that you’d probably rather \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ because \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**I’ve done some research, and this is what I’ve found out so far. That doesn’t mean that you can’t \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. I can show you the resources I used if that would help.**

**Using at least 300 words or a video that is at least 5 minutes long, make your case for what you think Sara could do that would have the best consequences for her future: (write your words below or paste a link to the video you made)**

|  |
| --- |
| **Dear Sarah, with all due honesty, I think Columbus might be the best choice for you.**  **It sure does not have as many luxuries as Las Vegas, or as much current security as your current job probably has; however, in the long wrong it has less cons against it because it has the cleanest balance between eventual success and current comfortability.**  **For example, you can probably keep the job you have while job searching and rent searching in Columbus, since it is not that far away from where you are. Maybe save for a bit while you find your choices and hook them as soon as you see them when the time comes. It will certainly be an increase from where you are working at right now and will open a lot more doors for you and better chances of fulfillment since it is on the field you chose to study.**  **It will also be a more stable choice than Las Vegas. Certainly, the fact that your brother is there and the thrill for the adventure are huge pluses for this choice. However, you can’t keep your job while actively job searching there and you would have to rely on your brother or your savings covering all expenses for you in the meantime, which who knows how long it might be, right?**  **On another note, life in Las Vegas is, proven in several places, more expensive than life in Columbus and the crime rate is also higher, partly due to the Strip. While the unemployment rate is just slightly higher in Columbus than in Las Vegas in comparison with Las Vegas, the average salary for Medical Billing and Coding are about the same hence it will not be making it up for the risk of moving, the increased crime rates nor the increased expenses.**  **Of course, one thing that would help you make a better choice would be to plan a short trip to your brother’s so you can see how everything truly looks like before making a solid choice.** |

**Of course, sarah is not a real person… but I would still talk to several of my friends objectively, specially when it is such an important decision.**

**I would personalize it depending on their specific likes or If they wanted more details to feel sure about it I would also do more research with them on the specific things they are more interested about, but, well, I just met sarah so there are a lot of things I have yet to learn about her.**