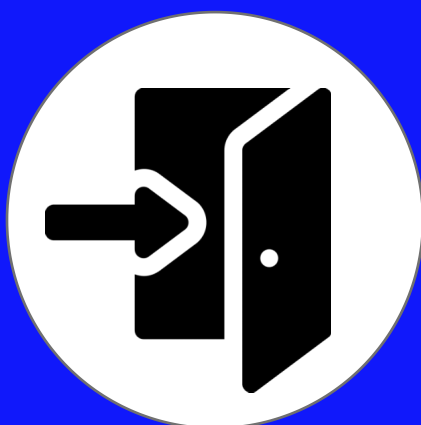


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Software
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Software
Eng



Software
Eng



Software
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Software
Eng



Software
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Software
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Software
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Second Semester





Software Engineering



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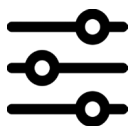




Learning plans



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We all have stories to tell. Something that happened that we weave into our lives and the events of our lives. Find your story to tell. You need not go into details, unless the other person(s) ask for more. Instead, think of this as a movie trailer: it's something that creates interest, draws the listener in, and hints at who you are (what your life is about). Sharon artfully hints at her story by mentioning the documentary and that her relationship had ended, which led her to taking up yoga classes. There is no need to explain what went wrong with her and Mike. After all, that's not what their conversation is about.

Reciprocity

When Lisa mentions that she'd been struggling with weight since her last childbirth, there was a moment of reciprocity. If Sharon had decided to change the topic, the conversation would have ended poorly as it would show she had no interest in Lisa's story. However, Sharon cleverly asked for more information (yes, really) and she politely asked if Lisa would like to join her for class. This shows concern about Lisa's story or issue, which makes Lisa feel like she is valued. She will be more likely to go to the yoga classes since she had such a caring conversation with Sharon.

Another example of reciprocity failing would be if Lisa said she was living in Canal Village, but Sharon simply kept quiet, not reciprocating with information. Be aware that when someone volunteers, you should reciprocate and do the same if you want the conversation to carry on.

Exit but Keep the Door Open

When you leave a conversation, you should do so in such a way that you can still talk to that person later. This is why we use phrases like "see you



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