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| **2018 M\*OBTC Teaching Conference for Management Educators** |

1. How to Have a Conversation with a Stranger

More and more students know how to interact via a digital modality with others but not in a face to face experience. This is particularly true when placed into traditional business networking situations. This session shares a modified version of series of topics designed to help the student know what to talk about with strangers in business settings.

Conversation Guidelines, Networking Among Strangers

1. Teaching Implications:

Soft skills cannot be assumed to develop but require direct instruction. Conversations at a traditional business event including telephone followup are yet another example of an area that now needs direct instruction.

## Learning Objectives:

At the completion of this lesson and associated homework, the student will…

### be able to explain the basic parts of a conversation with a stranger.

### demonstrate the process of initiating a conversation.

### Demonstrate the process of terminating a conversation.

### Identify how to make a follow-up commitment.

### Demonstrate the entire process extemporaneously.

Relevant Management Topics

This unit is useful as a short session in the following typical undergraduate management courses:

* **Introduction to Management** as an illustration/practical of how different management skills are used that are valued by others.
* **Business Communications** as a demonstration of soft skills are developed and enacted.
* **Any Outside Project Oriented course** to be used either as a way to begin or share about a project with the general business population in an area.

As we teach tools, it is important to update the aspects of the tool being taught but it is also important to update tools based upon their identified value added use. This exercise requires the forecasting of self-assessments for the follow section.

1. Exercise Overview/Description:

This session pulls on the participants experience in teaching i-Generation students and, after the exposure to the conversation tools, links the tools with various real life contexts.

Traditional Classroom Style; Any cohort level; 30minute session

| Minutes Used | Activity Description |
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| 0-2  | (2 minutes) Welcome to attendees, Introduction of facilitator. |
| 2-8 | (6 minutes) Overview of Session and brainstorming on when conversations with strangers will arise for students and when a networking version is appropriate.  |
| 8-16 | (8 minutes) share slides on networking conversations |
| 16- 24 | (8 minutes) Mock Networking Session |
| 24 - 30  | (6 minutes) Debriefing and Final Wrap-Up |

Take Away Topics & Handouts

This session addresses the needs of our students to learn how to create interesting conversations. Handouts supporting this self –reflection and outreach process are:

* Conversation Icon Notecards.
1. Application to Conference theme (*Reflective Reinvention*?)

Soft skills continue to be a sore spot for many management disciplines. This exercise is a single session addressing the topic of crafting interesting conversations so that students are not caught flat-footed in a face to face social setting..

1. Unique Contribution to M\*OBTC:

This session has not been shared outside of our campus environment. With an increasing number of students coming into higher education with weak social skills, sharing this with the M OBTS Community seemed timely.