# Leadeship 571 Multi-Week Course Design A Language Without Words By: Dianne Schlitt and Tia Joshua Course Overall

# Who?

• 17 students in the Master of Arts in Leadership program at Azusa Pacific University

# Why?

• Emerging leaders need to become more knowledgeable in understanding how to communicate with varying audiences through a system of non-verbal techniques.

# When?

• 3 one hour sessions on Wednesdays beginning March 26<sup>th</sup>

# Where?

• APU classroom Duke room 617, four tables set up for groups of four

# What?

- Color as non-verbal language of communication
- Impact of Color in Cultures, Environments and Personality
- The emphasis of Color in a Learning Environment
- Personality and color
- Color and your environment
- Common body language messages
- How body language affects communication
- Basic understandings of the Cultural of the Deaf
- Basic sign language communication skills

# What for?

By the end of this session learners will have:

- Learned the basic knowledge of understanding the psychological effects of color.
- Gained the practical learning of the influences that color associations has on varying cultures.
- Identified their color personality.
- Gained an understanding of the psychological effects of color.
- Learned about how color affects how people view you.
- Identified some common messages communicated through body language and how your body language can shape you.
- Become better informed of how body language can affect communication through a roleplaying exercise.
- Identified the basic understandings of the Cultural of the Deaf.
- Received the basic communication skills in being able to communicate with individuals with a hearing loss.

How?

• Through a variety of learning tasks and presented materials for the learning sessions

# A Language Without Words Session 1: The Culture of Color and Impact

Who?

• 17 students in the Master of Arts in Leadership program at Azusa Pacific University

# Why?

- It is important for emerging leaders to understand the non- verbal language of color associations and how they vary from culture to culture, within different possible audiences
- Students have the opportunity to learn how color matters in the minds of individuals and that 60% of the time people based their attractions to a message on color alone.
- Understanding the psychological impact that color has on the mind which means they can control emotions linked to them through the individuals personal and cultural experiences of color.

# When?

• Wednesday, March 26, 2014 for a one hour session

# Where?

• APU classroom Duke room 617, four tables set up for groups of four

# What?

- Color as non-verbal language of communication.
- Impact of Color in Cultures, Environments and Personality.
- The emphasis of Color in a Learning Environment.
- Personality and color
- Psychological effects of color
- Color choices in designing environments
- Color choice for personal branding

# What for?

By the end of this session learners will have:

- Evaluated their personal knowledge of the effects of color through a quiz
- Identified color differentiation in cultural, social, and environmental societies.
- Learned the influences of color in learning based environments.
- Learned the non-verbal language of color and its everyday impact in societies.
- Taken a personality color test and identified their color personality
- Gained an understanding of the psychological effects of color
- Learned about how color affects how people view you through watching a video
- Practice making design color choices for different environments

# How?

• Through a variety of learning task and presented materials for the learning sessions.

# The Meaning of Color Learning Task 1.1

**CLASS DISCUSSION:** How many of you based the outfit that you are wearing on the colors that appealed to you the most? Or how the weather looked outside?

(3 minutes)

# Warm-up Activity:

- As individuals, take the Color Quiz to see "How much do you know about color"
- Instructor will go over the quiz answers so you can rate your level of knowledge.
- Q1: How many of you were surprised to know your level of knowledge on color?

(5 minutes)

Finish Time: \_\_\_\_\_

# **COLOR AND CULTURE:**

• Differentiation of Color in Varying Cultures PowerPoint presentation (7 minutes)

# How to make a spinning color wheel:

• <u>http://www.youtube.com/watch?v=YkCX3AHnq2o</u> (3 minutes)

**CLASS ACTIVITY:** In there groups the students will color their color wheels and learn how to make them spin. (10 minutes)

Finish Time: \_\_\_\_\_

# What did you learn?

• Students will be asked to fill in the blanks from the information that they gained in the lesson to win prizes. (2 minutes)

Finish Time: \_\_\_\_\_

# **Color Quiz**

# How much do you know about color?

# 1. Which color relaxes the nervous system?

- o Blue
- o Grey
- o Purple
- $\circ$  Red

# 2. Which color makes people feel anxious?

- $\circ$  Yellow
- o **Red**
- Orange
- o White

# 3. Which color makes people lose their tempers most easily?

- o Pink
- o **Red**
- $\circ$  Yellow
- Purple

# 4. Which color "zaps" away your energy?

- o Pink
- o Green
- o Blue
- o Brown

# 5. Which color makes people feel cool and refreshed?

- o Light Blue
- o White
- o Light Green
- o Light Purple
- 6. Which color makes people most nervous or frightened? Answer: (One Word)

# 7. Which of the following colors is most appetizing?

- o Blue
- Orange
- $\circ$  Red
- $\circ$  Yellow

# 8. Which color can improve human vision and is used in hospitals to relax patients?

- $\circ$  Blue
- $\circ$  Yellow
- o Tanned-White
- $\circ$  Green

# 9. Which color, in certain shades, looks the most artifical?

- o Grey
- Purple
- Yellow
- o Blue

# 10. Can certain colors make you work harder?

- o Yes
- **No**

# **Color Quiz - Answer Key**

#### How much do you know about color?

#### 1. Which color relaxes the nervous system?

- o <mark>Blue</mark>
- o Grey
- Purple
- o Red

If you are in a room with the walls painted solid blue or in a lighter shade of blue, your body begins to produce chemicals which calm the nervous system.

#### 2. Which color makes people feel anxious?

- $\circ$  Yellow
- o Red
- Orange
- o White

If you are in a room with the walls painted solid blue or in a lighter shade of blue, your body begins to produce chemicals which calm the nervous system.

#### 3. Which color makes people lose their tempers most easily?

- $\circ$  Pink
- o Red
- o Yellow
- Purple

Bright yellow is by far the most annoying of all colors. It hurts the eyes and makes people lose their tempers more easily. Yellow is nice when used as an accent color in a room painted in a dark blue, green, purple, or sometimes even red.

# 4. Which color "zaps" away your energy?

- o Pink
- o Green
- o Blue
- o Brown

Blue, green, and brown are relaxing colors, but pink actually "zaps" away your energy. Staying in a room painted pink will reduce aggressiveness to a halt, because for some strange reason. If you are in a pink room, you just don't have enough energy to get angry! However, after the body gets use to the surrounding color, a person can become even more aggressive than before!

# 5. Which color makes people feel cool and refreshed?

- o Light Blue
- o White
- Light Green
- o Light Purple

White is the lightest of all colors (it's actually not a color; it's the absence of color). It reflects light and keeps cool, which is why summer clothing is made from white fabric. This color makes you feel cool and refreshed. It also makes you feel and appear clean. This is why doctors and nurses wear this color.

# 6. Which color makes people most nervous or frightened?

Answer: black (One Word)

It's no surprise that people are most likely to become nervous or frightened in a room painted solid black. The color doesn't seem to get any brighter during the day and it makes the room seem endless at night. Grey can also cause this affect. The color black also stands for "death" in some cultures; and this can have an affect on people as well.

# 7. Which of the following colors is most appetizing?

- o Blue
- o Orange
- o Red
- Yellow

Orange is considered the most appetizing color to man. Blue and yellow are two of the least. Early man learned to keep away from foods that were blue, purple, or black, for they would normally be poisonous. Dark-yellowed foods stood out as decayed

# 8. Which color can improve human vision and is used in hospitals to relax patients?

- o Blue
- Yellow
- o Tanned-White
- o Green

Green is the easiest color on the eye and can improve vision. Like the color blue, it has a neutral effect on the human nervous system. Green is a popular color in hospitals because it relaxes patients.

# 9. Which color, in certain shades, looks the most artifical?

o Grey

o Purple

- Yellow
- o Blue

Purple is a rare color in nature and it is sometimes considered very artificial looking for some people. However others find this color artistic when used for decoration.

#### 10. Can certain colors make you work harder?

- o Yes
- o No

Yes! Colors can make you work harder, the color blue especially! It's easiest to study in a blue room, and it's easiest to absorb your readings if they're in blue print! Working out in a blue room will give you more energy! This is because blue has a chemical affect on the nervous system, and this helps you clear your mind and focus! However, make sure the colors are bright and aren't too dark, because dark colors can cause depression.

#### Psychological Effects of Color Learning Task 1.2

# **Color and Your Personality (7 minutes)**

- Color personality test
  - Choose your primary favorite color and your secondary favorite color from the color samples on your table.
  - Read the description of your two favorite colors.
- Discuss these follow-up questions with your group.
  - Q1: Did you feel the description accurately described your personality?
  - Q2: What parts of the descriptions matched and didn't match?

Finish Time:\_\_\_\_\_

# Marketing and Advertising (5 minutes)

Color choices says something about you.

- Watch the following video clip.
  - Personal Branding What Color is Your Brand http://www.youtube.com/watch?v=XDohoPavchc

Finish Time:\_\_\_\_\_

# Psychological effects of color/warm and cool colors (5 minutes)

• PowerPoint presentation

# **Designing an environment (10 minutes)**

- Discuss with your group the following questions and come to a concensus:
  - Q3: What colors would you incorporate into the design of the following environments to maximize the results that you want to accomplish?
    - waiting room at a cancer clinic
    - interrogation room
    - creative suite for film makers
    - college classrooms
    - bridal shop
    - fast food restaurant
    - worship center
    - athletic training room
    - counseling office
    - music rehearsal studio
    - nursery
    - romantic honeymoon suite
  - Q4: In designing your own brand, (website, logo, stationary) what message do you want to communicate?
  - Q5: What colors would you choose to communicate this?

Finish Time:\_\_\_\_\_

# **Color Personality Test**

1. Choose your primary favorite color and your secondary favorite color from the chart below.



# Color Personality Test

#### **Color Personality Descriptions**

People who choose **White** as their favorite color are respectful, dreamers, open and truthful. They are dreamers and idealists that have goals and strive to achieve them while living a simple and self-reliant life. They don't claim attention, they appear to be shy but turn out to be outspoken when placed in the right company. White is favored by innocent and loving beings that feel pure and above mundane existence. These persons don't feel the need to prove anything to the world, the simple fact that they are aware of the rightness of their thoughts and beliefs is enough. They seem to be complete, spiritually accomplished and peaceful. They are adaptable, inspirational peacemakers that are highly tolerant of annoyances that can come in their way. A person that prefers White seeks for cleanliness and simplicity in everything around. The color White symbolizes purity, kindness and loyalty. White by itself is not a color but the presence of all color and light. This is the dress for brides as it represents virginal purity, innocence and clarity.

People who choose **Silver** as their favorite color are imaginative, reserved and intuitive. Their balanced, confident and independent lifestyle is attractive and so is their usual emotional detachment. Their creative and hard working spirit usually gets them the spiritual and fulfilling life they aim for. Silver is favored by composed yet energetic people that like to challenge themselves into different endeavors and enjoy learning new things from each experience they go through. They know how to act and what to say at any time and in any situation but they tend to remain reserved and focused on their own lives. They are quiet and usually hide their feelings and have complicated and confusing love lives. They hate nothing more but to be treated unfairly and these are the only moments when they act up wanting to be noticed and show all of their hidden strength. The color Silver symbolizes activity, spirituality and insightfulness. It is associated with activity and inspires movement.

People who choose **Yellow** as their favorite color are determined, intelligent and cheerful. They are good leaders that think and act in a methodical way. They are governed by attention to detail in every aspect of their life. They are the ones making the right choice no matter what, they are the one taking the decision that needs to be made. Such persons are endowed with clarity and awareness, are able to concentrate easily and are always considering all points of view. Yellow is favored by logical minds that inspire, innovate and strive to attain success through intellectual effort. They seem to take their energy from light and sunshine and are always on the go, always ready to take action and leadership. They know their long calculated decisions are the best so they are usually stubborn and hard to convince otherwise. Their only soft spot is their introspective personality. They are vulnerable people under stress and consider they should hide their emotions. They don't like to share their feelings or any sign of weakness. These persons try to keep everything to themselves without inviting many others into their lives. They do aim for an accomplishing relationship in their life. The

color Yellow symbolizes youth, light and happiness. This is the easiest to see color and it is associated with creativity and intellectual energy.

People who choose **Gold** as their favorite color are confident, sociable and successful. These people are aware of what is right and what is wrong and most of them lead themselves by the laws of a well studied conduct. They are picky and need to put a lot of effort into finding the right person for them, but once they've found him or her things they are the most loyal partners and embrace all family matters with fierce faithfulness. Gold is favored by optimistic, friendly and outgoing persons. However they are not superficial or easy going but surround themselves with intelligent and remarkable people with whom they can share valuable experiences. They are also very organized and try to impose structure in the lives of those around them. These persons are practical, sensible and charismatic. To feel accomplished they need to feel they have gained their wealth and success through efficient work. Gold also symbolizes wealth, good health and vitality.

People who choose **Orange** as their favorite color are enthusiastic, supportive and active. They spend a lot of time outdoor, are always aware of their surroundings and tend to be adventurous and exploring all the time. Someone who prefers orange is very competitive but also competent and seeks and greets every challenge with enthusiasm and energy. Orange is favored by creative, optimistic persons for whom the world is a stage and they have so many things to show. They need to socialize, be accepted and respected as part of a group. They are impulsive but thoughtful and one of their best traits is that they tend to learn and remember all of their experiences and seek for ways to improve their lives and the lives of their closest ones. It is hard to gain their trust but once achieved you have a friend for life. They are the most helpful and compassionate friends. Down to earth, they feel the need to fight for a peaceful and happy life and believe they can reach for everything they want through hard work and dedication. The color Orange symbolizes enthusiasm and vitality with endurance. It is one of the healing and highly stimulating colors. Orange tempers the fiery heat of red and invites exploration and curiosity about everything that is around.

People who choose **Red** as their favorite color are dynamic, attractive and powerful. They are outstanding personalities, gifted with all it needs to take the lead to success. They are quick with emotions and often temperamental as they are very charged up in life. These persons are comfortable with lust and their power of seduction. They express themselves with creativity and imagination as they possess an appreciable artistic flair. They are mostly cheerful, rarely moody and extroversion is their way of life. On the other hand red is temper and anger so when provoked they tend to get aggressive. Red is favored by active and confident persons who need to feel in control and are always standing out and getting all the attention. They are courageous thrill seekers that act on impulse and display an air of know-it-all that catches everyone's attention and interest. If they are more tempered you can still recognize them easily for their perseverance and determination in any endeavor. The color Red symbolizes passion, energy, attention and is the warmest of all colors. In many cultures, red is the color of prosperity and joy. It is also associated with catching attention and danger and fear. This hue brings focus to the essence of life and survival.

People who choose **Pink** as their favorite color are intelligent, kind and sensitive. Forever optimistic and cheerful they see the world through rose colored glasses and manage to find even the tiniest good side in everything. The fact that they are always in search for the good side of things can make them feel disappointed and discouraged by many things. However they are trying very hard to put negative thoughts away. And usually they succeed, so they are easy to recognize as they are either in a serene state or calmly looking for one blissful state. Pink is favored by thoughtful, shy and hard working persons that are very careful with their image in front of others as they don't want to be judged differently. They are also very compassionate and understanding and often put their interest behind the others well being. Someone who chooses pink is also methodical and organized, refined and reserved. The color Pink symbolizes love, innocence and acceptance. It is a quiet color that combines the fire in red with the purity in white therefore achieving the forever universal love. Pink is associated with calm, relaxation and feminine behavior as the gentle side of human nature.

People who choose **Purple** as their favorite color are wise persons, perfectionists and humanitarians. Their whole life is dedicated to the strive to become the best of what they think they should be. They search their lives for ways to improve every aspect of life and also surround themselves with trustworthy, intelligent and successful people from whom they consider to have so many things to learn. They are easily interested in all kinds of things and are in a constant search for knowledge. They need emotional balance more than anything because their attentive and critical personality coupled with their strive for perfection can sometimes be overwhelming. They are sensitive and compassionate persons that tend to initiate humanitarian projects to help others and also find their purpose in life. Purple, which is associated with mystery as well as wisdom, is favored by respectful and hard working persons, confident in their financial future they don't depend on other to carry out their tasks. At times they can be very arrogant, but with good reason, as they are artistic, innovative and unique personalities and not all of their many friends see this. The color Purple symbolizes spirituality, royalty, purpose and good judgment. Combines peaceful and cool blue with fiery heated red in a mysterious hue. Most children prefer purple to other colors. It is a good color to surround yourself with when you need to meditate and have some peace of mind.

People who choose **Navy** as their favorite color are creative, attractive and moody. While those who prefer pale shades of blue are tidy and organized in all life aspects, those who prefer darker shades have artistic personalities, are impulsive and more likely to be picky and emotionally insecure. They are sociable and fun loving persons and at some point they might appear as superficial. There is nothing true in that, they often experience powerful introspective episodes that they keep to themselves. They make most of their decisions based on their feelings and expect those around to "feel what they're feeling". However, they are also reasonable, sincere and trustworthy persons, as navy is the color of truth.

People who choose **Blue** as their favorite color are creative, trustworthy, reliable and tend to live a harmonious and balanced life. They prefer to keep to themselves and while it is very hard to gain their trust, once this is done, they are the most dependable and compassionate people. Those who choose blue tend to sometimes use their emotions when faced with important decisions, however they rarely get overwhelmed and let emotions completely take over. They are charming and fall in love often but are known to love with their minds rather than with their hearts. Genuine and sincere blue people are in search for inner peace and a life free of tension and distress. Someone who prefers pale shades of blue is tidy and organized in all life aspects. People who prefer darker shades are moodier and more likely to be picky and emotionally insecure. The color Blue symbolizes peace, stability and calmness. It is one of the most popular choices of favorite color. Pure blue as a representation of the sky and oceans is the symbol of inspiration and spirituality that is calming and soothing.

People who choose **Cyan** as their favorite color are creative, spiritual and idealist daydreamers. Their goal in life is to reach inner peace and create balance around them. They are intuitive and make most of their decisions based on their emotions. They sometimes have moments of low self esteem that vary with moments of full strength and courage. They are personalities that have something to say, something to prove to humanity and follow their dreams no matter how impossible they might appear to all around them. Genuine and sincere, they value most honesty and tranquility. The color Cyan symbolizes youth, fertility and spirituality. Cyan is a color of communication and has long been used in amulets that provide protection and strength.

People who choose **Green** as their favorite color are balanced, friendly and down to earth nurturers by choice. In order to feel good about themselves, they need to always help others and be supportive of good causes. They are stable and balanced, always aware of both sides of the matter in question, they would rather watch than get involved. Green is favored by lively, generous people that have high moral standards and for whom doing the right thing is most important. They need to feel accepted and respected in their community. They are loyal and trustworthy companions. Gentle and calm this kind of people tend to handle everything with great care and attention. They have a deep need to love and be loved and consider that belonging to the right person and creating a family with him or her is the greatest thing someone can achieve. The color Green symbolizes nature, fertility, growth and the power of healing. Grass Green is believed to be the most restful color. Green is a safe color that transmits balance, learning and harmony.

People who choose **Olive** as their favorite color are affectionate, loyal and balanced. They are warm rather than refreshing, kind and cheerful and seem to flow well with friends and family. In order to feel good about themselves, they need to always help others and be supportive of good causes. These are people that know how to appreciate life and accept all the challenges and hardships within. Olive is favored by persons with high moral standards for whom doing the right thing is most important. They need to feel accepted and respected in their community. They are loyal and trustworthy companions. Gentle and calm this kind of people tend to handle everything with great care and attention. They have a deep need to love and be loved and consider that belonging to the right person and creating a family with him or her is the greatest thing someone can achieve. The color Olive symbolizes healing, balance and nature. Is also associated with self respect and well being.

People who choose **Brown** as their favorite color are down to earth, honest and conventional. They are intelligent, orderly and stable. However they adapt with difficulty so they need to know exactly what to expect and this is why they tend to control everything around and push things their way no matter what. They are reliable and supportive friends, though hard to understand at times. Brown is favored by warm, practical persons that aim for a mundane, secure and comfortable existence within the family circle. They are either very determined or easily retreat at the first sign that something doesn't go as planned. Their lack of confidence resides in the fact they repress their personality and don't consider themselves as good as anyone else. If they overcome this, they show their sociable and active side. They are also very patient when it comes to love and they usually end up with the right person for them. The color Brown symbolizes conventional, natural and reservation. It is associated with earth and the material side of life.

People who choose **Grey** as their favorite color are mature, active and dependable. Their balanced, confident and independent lifestyle is attractive and so is their usual emotional detachment. Their practical and hard working spirit usually gets them the stable life they aim for. Grey is favored by cool, composed and of conservative practicality personalities that prefer rather to conform for their peace of mind than start an argument. They know how to act and what to say at any time and in any situation but they don't pick sides and tend to remain reserved and neutral. They are quiet and usually hide their feelings but when treated unfairly they start fighting, want to be noticed and show all of their hidden strength. The color Grey symbolizes loneliness, activity, security and maturity. Some cultures associate it with friendship, dependability and conservative behavior. Grey is a neutral color that inspires either lack of movement or high activity.

People who choose **Black** as their favorite color are sophisticated, methodical and have a mysterious yet calming presence. They are strong willed personalities that are careful with every detail of their lives and work. Prestige and recognition are important, however such persons need leaders, persons to guide them and to whom to look up to. They are tenacious, puzzle solvers, who like to be challenged but don't like change. These persons are known to keep their decisions and their word for as long as possible. Some people use black as a comfort and relief color. Someone who wears black is seen as serious and conservative but this can sometimes be a front for an insecure and avoidant personality. Wearing black is comfortable, puts a barrier towards the outer world and helps conceal emotional insecurities. The color Black symbolizes fear, depression and death in most cultures. Black conceals and is the opposite of white that reveals. On the other hand, Native Americans associated black with the fertile soil that gives life.

# A Language Without Words Session 2: Body Language

Who?

• 17 students in the Master of Arts in Leadership program at Azusa Pacific University

Why?

- So that emerging leaders understand the messages they and others are communicating through their body language.
- To give emerging leaders ideas on how to more effectively communicate what they want to communicate through their body language.

When?

• Wednesday, April 9<sup>th</sup> for a one hour session.

Where?

• APU classroom Duke room 617, four tables set up for groups of four

What?

- Common body language messages
- Body language shaping who you are
- How body language affects communication
- Utilizing body language to communicate appropriately

# What for?

By the end of this session learners will have:

- Identified some common messages communicated through body language.
- Gained an better understanding of how your body language can shape you by watching a TED talk.
- Become better informed of how body language can affect communication through a roleplaying exercise.
- Through a group discussion, gained an understanding of how this basic knowledge of body language can be utilized.

How?

• Through a variety of learning task and presented materials for the learning sessions.

#### Session 2: Body Language Learning Task 2.1

# **INDUCTIVE:** Warm up (15 minutes)

• Write down the message that is being portrayed by the people's body language in each picture displayed on the screen. (see PowerPoint for actual pictures)

0	Picture #1
0	Picture #2
0	Picture #3
0	Picture #4
0	Picture #5
0	Picture #6
0	Picture #7
0	Picture #8
0	Picture #9
0	Picture #10
0	Picture #11
0	Picture #12
0	Picture #13
0	Picture #14
0	Picture #15

- With your group, discuss the following questions:
  - Q1: Review your descriptions for each of the pictures. How are your descriptions similar and different?
  - Q2: Was there a consistency in your understanding of what people communicate through their body language

Finish Time:

# **INPUT: (21 minutes)**

- Watch the following video clip.
  - TED Talks: Amy Cuddy: Your body language shapes who you are <a href="http://www.ted.com/talks/amy\_cuddy\_your\_body\_language\_shapes\_who\_you\_ar\_e.html">http://www.ted.com/talks/amy\_cuddy\_your\_body\_language\_shapes\_who\_you\_ar\_e.html</a>

Finish Time:\_\_\_\_\_

# **IMPLEMENTATION: (20 minutes)**

Role-playing body language in conversations.

- Role playing experience:
  - Choose a partner from your group of four. One of you will be player 1 and one will be player 2.
  - You will take turns sharing an experience with each other. The first role-playing opportunity player 2 will share an experience and player 1 will follow the instructions on their role-play card. The second role-playing opportunity player 1 will share an experience and player 2 will follow the instructions on their role-play card.
- Come back as a group of four and discuss the following questions:
  - Q3: When you were the one sharing the experience, what did the other person's body language communicate to you?
  - Q4: How did that make you feel?
  - Q5: Did it enhance the communication process or inhibit it?

Finish Time:

# **INTEGRATION: (4 minutes)**

Group Discussion

- Q6: How could this information you received and the experiences you had help you in the future as a leader?
- Q7: How can you better utilize your body language to communicate what you want to communicate?
- Q8: What was one significant take-away you had that can be applicable immediately for you?

Finish Time:\_\_\_\_\_

#### Body Language Role-Play Experience Cards:

#### **Player 1 – Instructions**

As you are listening to player 2 relate an experience, move through the following postures to communicate non-verbal messages:

- 1. Begin by showing interest by maintaining eye contact, leaning slightly forward and confirm you are listening with head nods.
- 2. Gradually become bored and start to look away, yawn, fold your arms and lean back.
- 3. Begin fidgeting with other things.
- 4. Start to obviously turn away and begin to ignore player 2 completely.

# **Player 2 – Instructions**

As you are listening to player 1 relate an experience, move through the following postures to communicate non-verbal messages:

- 1. Begin by showing interest by maintaining eye contact, leaning slightly forward and confirm you are listening with head nods.
- 2. Gradually begin to appear angry by placing your hands on your hips and change your facial expressions.
- 3. Now cover your ears to communicate complete disgust with what player 1 is sharing.
- 4. Transition to look very worried and concerned by moving closer, maybe putting your hand on their shoulder and leaning very close to hear what they are saying.

# A Language Without Words Session 3: Essence of Sign Language

Who?

• 17 students in the Master of Arts in Leadership program at Azusa Pacific University

# Why?

• As graduate students being able to communicate to varying audiences will enable you to become more effective developing leaders.

# When?

• Wednesday, April 16<sup>th</sup> for a one hour session.

# Where?

• Azusa Pacific University Duke Room 617.

# What?

- The Culture of the Deaf.
- Basic Techniques for Communicating with the hearing Impaired.

# What for? (ABO)

- Learned the history of sign language and its formation.
- Gained an understanding into the Culture of the Deaf and its meaning.
- Acquired the basic sign language hand techniques.
- Received a handout with the alphabet in sign language.
- Gained a better insight to the culture of the individuals that are hearing impaired.

# How?

• Through a variety of learning tasks and presented materials. (See attached Learning Tasks)

# The Essence of Sign Language Learning Task 3.1

**CLASS DISCUSSION:** How many of you know some form of sign language? Does anyone know of someone who does sign language? (5 minutes)

#### Warm-up Activity:

- As a class let's come up with some non-verbal ways of communication that we consider being forms of sign language. (8 minutes)
- Discuss in your groups "How you think that knowing sign language could help you in your development as an emerging leader? Be prepared to give reasoning's behind your findings. (6 minutes)

Finish Time:

# Culture of Sign Language

 PowerPoint Presentation Andy Palmer's "Ten Reasons you should learn sign language" (8 minutes)

# Sign Language Video http://www.youtube.com/watch?v=SqpT0nLcnUM

• Q1: As a group discuss your take-away from the video shown. What stood out to you the most? Be ready to share one with the class from each group. (8 minutes)

# **Group Activity**

• In pairs of two you and partner will use the handout on the alphabet of sign language to have an informal conversation with each other. (For example: Partner 1 says "Hi how are you? Partner 2 replies "I am fine how you are? My name is .....") (20 minutes)

Finish Time:\_\_\_\_\_

# CLASS DISCUSSION:

- Q2: Was it easy or difficult for you to conduct a conversation of non-verbal language using sign language? Why or Why not? (5 minutes)
- Q3: In relation to Q2 has your answers to learning sign language influenced you to gain a different perspective on communicating with the hearing impaired? Why or Why not? (5 minutes)

