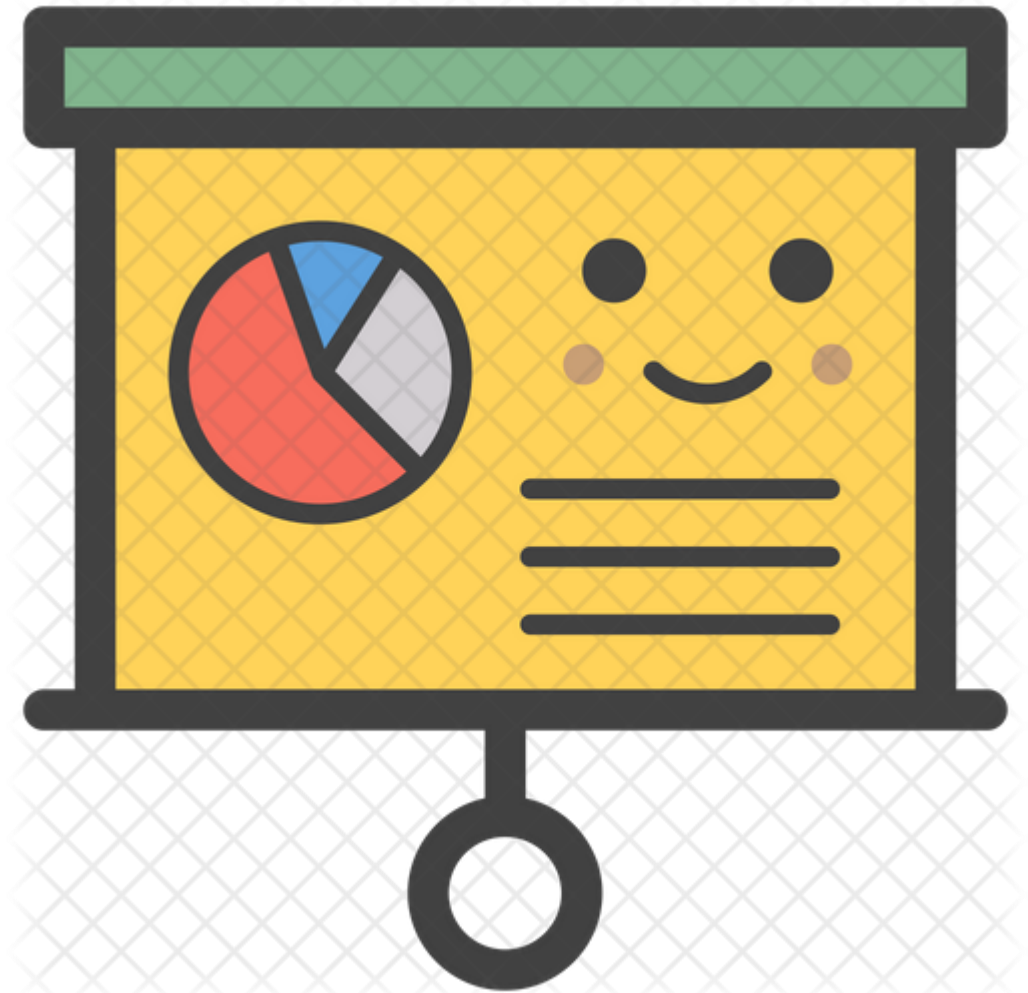


Good Evening
Everyone 😊

Presentation Time !!



Quiz Time 😊

Choose the answers based on your own preferences

I'm good at	a. Remembering faces	b. Remembering names	c. Learning physical skills
In class I prefer to	a. Look at pictures	b. Discuss ideas	c. Do something practical
I like it best when teachers...	a. Use charts	b. Explain things	c. Have me do a lab experiment
When learning a new skill, I prefer to...	a. Watch someone do it	b. Hear it explained	c. Just do it.
I prefer to....	a. See a comic strip of a story	b. Listen to a story	c. Act out a story
If I get in trouble in class, it's usually for	a. Drawing	b. Talking	c. Not sitting still
Of these jobs I'd prefer to be	a. An artist	b. A radio DJ	c. A technician
Of these activities I'd prefer to....	a. Go to an art gallery	b. Listen to music	c. Play sports

Mostly a answers

Mostly b answers

Mostly c answers

You may be a visual learner.
You learn best by seeing things

You may be an Auditory learner.
You learn best by hearing things.

You may be a Kinesthetic learner.
You learn best by doing.



1. How should students think?
2. What did Fredrick J. Kelly create?
3. What did he say about them?
4. What is the school system in Finland?
5. What is the meaning of collaboration?
6. What did he say the fish was asked to do?
7. How did it make " the fish" feel?

In groups.....

- Discuss how you would like to change the school system?
- Think about:
- Schedules
- Timings
- Activities
- Subjects
- Exams/ Tests

What other jobs need persuasion to succeed?
Give an example.



Listen and describe the
Customer/ Consumer and the sales person
using our vocabulary words

Discuss

- Do you like to shop alone or with another person? Why?
- Do you want a sales clerk to offer help right away , or wait a while?
- What are the best characteristics for a sales clerk to have?

Activity Time ! Role play

- One will be a customer and the other a sales person:
Choose your setting: supermarket/ grocery store/ clothing store/ hair dresser.

Listen to 2.21
Did the four
shoppers
experience a
hard or soft
sell?

- Cynthia
- Antonio
- Young-hee
- David

Listen again

- 1. Someone asking for a donation for a cause is _____.
 - a. Hard selling
 - b. Soft selling
 - c. Both hard and soft selling
- 2. A store sending you an email reminder of a sale is _____.
 - a. Hard selling
 - b. Soft selling
 - c. Both hard and soft selling
- 3. The sale is the bottom line for _____.
 - a. Hard selling
 - b. Soft selling
 - c. Both hard and soft selling
- 4. Some salespeople use hard selling techniques because _____.
 - a. The techniques can be effective.
 - b. The salespeople want to give a negative impression.
 - c. They have been proven to be more effective than soft selling techniques
- 5. The sales clerk who helped Antonio is _____.
 - a. Dishonest but effective
 - b. Direct and aggressive
 - c. Rude and respectful
- 6. After the sales clerk complimented David, he felt _____.
 - a. It showed the sales clerk had good taste
 - b. It wasn't sincere
 - c. Bothered by it

