

Role Play

In a role play, students act out a realistic situation. Performing a role play is an excellent way in which to improve listening and speaking skills. A role play can also increase cross-cultural communication skills. The following guidelines help you to plan, practice, and present a role play.

- Work in teams of two or three. The third person serves as a coach to help the two actors prepare and rehearse the role play (unless a third person is needed for the role play).
- Discuss the role-play scenarios with your partner(s), choose your role, and reread the instructions.
- Develop several objectives for your role play, and put them in writing.
- Think about your character and plan what your character will say.
 - Make notes about the broad ideas and emotions you will act out.
 - Decide how to achieve your objectives for the role play.
- Rehearse the role play with your partner.
 - Do not try to write out the dialogue.
 - Let your dialogue develop naturally and spontaneously.
- Present the role play to the class. (It should be about 5 minutes long.)
 - Speak in a loud and clear voice, and don't be afraid to exaggerate your actions.
 - Listen carefully to what your partner is saying before you respond.
 - Pay attention to nonverbal communication signals of eye contact, facial expressions, gestures, and body language.

- Discuss the issues seen in the role play with the class afterward.
 - What reactions did your classmates have?
 - Were your objectives achieved?

Role Play: Negotiation (Chapter 2)

In a negotiation, two opposing teams discuss issues in order to arrive at an agreement that is fair and acceptable to both sides. You will work with a team to plan, prepare, and participate in a negotiation session. Each student has to decide whether to be a member of Team A, from India, or Team B, from Pakistan.

Negotiation Guidelines

- Choose a team leader.
- Decide whether to use collaborative bargaining (a rather friendly approach) or adversarial bargaining (a somewhat hostile approach).
- Draw up a list of issues for the negotiating sessions.
- Put the issues in order of priority.
- Limit the negotiation session to 15 minutes.
- Critique your classmates' negotiating skills after the negotiation session.

Negotiation Format

- India team introductory statement (5 minutes)
- Pakistan team introductory statement (5 minutes)
- India team issues (20 minutes)
- Pakistan team issues (20 minutes)
- India team concluding statement (5 minutes)
- Pakistan team concluding statement (5 minutes)

Negotiation Preparation

- Prioritize the major issues that must be resolved.
- List your team's positions on these issues: your ideal solution.
- Write down the supporting arguments for your team's positions.
- Write down the compromise positions that your team would accept if necessary: your bottom line.
- Practice your negotiation style: collaborative bargaining or adversarial bargaining