



# LESSON 7: NETWORKING

Describing and comparing. Talking about the arts.



Version without a key



## WARM UP - THINK and ANSWER

Is the statement below TRUE or FALSE?

🗨️ Active listening is not important while small talking.

Read the extract from Wikipedia and try to fill in the gaps using the words from the grid.

attentively	distracted	restating
conflict resolution	reveals	suspending

Active listening is a communication technique used in counselling, training and \_\_\_\_\_, which requires the listener to feed back what they hear to the speaker, by way of \_\_\_\_\_ or paraphrasing what they have heard in their own words, to confirm what they have heard and moreover, to confirm the understanding of both parties.

When interacting, people often "wait to speak" rather than listening \_\_\_\_\_. They might also be \_\_\_\_\_. Active listening is a structured way of listening and responding to others, focusing attention on the "function" of communicating objectively as opposed to focusing on "forms", passive expression or subjectivity.

There are many opinions on what "active listening" is. A search of the term \_\_\_\_\_ interpretations of the "activity" as including "interpreting body language" or focusing on something other than or in addition to words. Successful communication is the establishment of common ground between two people - understanding. Agreeing to disagree is common ground. Common ground can be false, i.e., a person says they feel a certain way but they do not. Nevertheless it is common ground, once accepted as understood. Dialogue, understanding and progress can only arise from that common ground. And that common ground cannot be established without respect for the words as spoken by the speaker, for whatever reason.

Thus the essence of active listening is as simple as it is effective: paraphrasing the speakers words back to them as a question. There is little room for assumption or interpretation. It is functional, mechanical and leaves little doubt as to what is meant by what is said. "The process is successful if the person receiving the information gives feedback which shows understanding for meaning. \_\_\_\_\_ one's own frame of reference, suspending judgment and avoiding other internal mental activities are important to fully attend to the speaker.



## EXTENDING YOUR VOCABULARY

### ☑ Exercise 1:

Match the definitions with the words from the text.

attentive	→		1. to say something again or in a different way
distract	→		2. the act of solving or settling a problem
suspend	→		3. listening carefully
reveal	→		4. to make someone stop giving their attention to something
restate	→		5. to stop something from being active
resolution	→		6. to make known or show something that is surprising or that was previously secret

### ☑ Exercise 2

Complete the sentences with the words from the previous exercise. Some of the words have to be put in a correct grammar form.

attentive	distract	suspend
reveal	restate	resolution

1. The government is pressing for an early \_\_\_\_\_ of the dispute.
2. He \_\_\_\_\_ his opinion very strongly.
3. I had to focus on my presentation properly, as my audience was very \_\_\_\_\_.
4. Don't talk to her—she's very easily \_\_\_\_\_.
5. She didn't want to \_\_\_\_\_ her secret to him.
6. Production has been \_\_\_\_\_ while safety checks are carried out.



**SPEAKING**  
Understanding the text.

**Exercise 1: practice the new vocabulary in speaking.**

Answer the questions using the words from previous exercises and from the text.

1. In what fields is the active listening used as a communication technique?

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2. What types of communicating can be used while active listening?

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3. What in fact is active listening?

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4. When is communication successful?

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5. What is the essence of active listening?

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6. What do we have to “suspend” and avoid in order to be able to attend to the speaker entirely?

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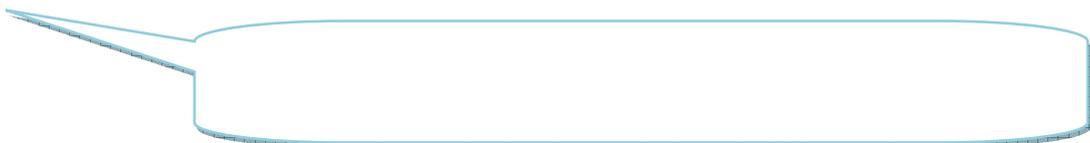
☑ **Exercise 2**

Look at expressions below. Using your own words, paraphrase them and explain what they mean.

- 🗨️ "function" of communicating objectively as opposed to focusing on "forms", passive expression or subjectivity



- 🗨️ successful communication is the establishment of common ground between two people



- 🗨️ there is little room for assumption or interpretation



**PART TWO**

- 🗨️ **DESCRIBING AND COMPARING. TALKING ABOUT THE ARTS.**

☑ **Exercise 1**

Look at the phrases in the chart and decide what they refer to. Put a tick in a proper column.

PHRASES	describing	comparing
🗨 It looks like ...		
🗨 Similarly ...		
🗨 There is / there are ...		
🗨 On the other hand ...		
🗨 It feels like ...		
🗨 Likewise ...		
🗨 In contrast ...		
🗨 It reminds me of ...		
🗨 Still ...		
🗨 It is like ...		



**INTERNET SEARCH**

Search the Internet for more phrases which help us describe and compare things.

## 🗨️ SPEAKING – DESCRIBING AND COMPARING

While talking use the phrases from the previous exercise and from the internet.

1. Describe the picture below.



2. Compare the two pictures.





**Exercise 2: speaking – small talking about the arts.**

Check the meanings of the words you don't know, from the previous exercise and build sentences with them.

**Exercise 3: speaking – small talking about the arts.**

What questions about the arts would ask during a small talk conversation?

Suggested answers:	
Are you interested in the arts?	What is your favorite book / author? Why do you like it / him / her?
Do you like listening to music?	What is your favourite film / movie / book about?
Do you often go to the cinema?	Who is your favorite director / actor / actress?
What types of books are your favourite ones?	Who is your favourite conductor / composer / pianist?
Who is your favourite painter / artist?	Who is your favorite singer?
What is your favourite painting and why?	What is your favourite song / band / album?

**Exercise 3**

Answer the questions from the previous exercise.

QUESTION	ANSWER
Are you interested in the arts?	
Do you like listening to music?	
Do you often go to the cinema?	
What types of books are your favourite ones?	
Who is your favourite painter / artist?	

What is your favourite painting and why?	
What is your favorite book / author? Why do you like it / him / her?	
What is your favourite film / movie / book about?	
Who is your favorite director / actor / actress?	
Who is your favourite conductor / composer / pianist?	
Who is your favorite singer?	
What is your favourite song / band / album?	

**☑ Exercise 4**

Look at the pictures below. Answer the following questions:

- 🗨️ What painting styles are the pictures?
- 🗨️ Describe each painting. Compare them.
- 🗨️ Say which one you like better and why?



networking – lesson number 7.