

MODULE 2: COMMUNICATION

CASE OF STUDY

READING: THE SIX BLIND SAGES AND THE ELEPHANT (folk tale)

Beyond Gor was a city in which all its inhabitants were blind. A king with his cortege came to the place, brought his army and camped in the desert. This king had a powerful elephant that he used to attack and increase the fear of the people. The population was eager to see the elephant, and some blind people rushed to find it.

Since they did not even know the shape and appearance of the elephant, they groped blindly to gather information palpating parts of their body.

Everyone thought he knew something, because he could touch some part of it. When they returned to their fellow citizens, impatient groups crowded around them. They asked about the shape of the elephant and heard everything they said:

The man who had touched his ear said:

- "The elephant is a rough thing, big, like a broad and thick carpet."

He who had touched the trunk said,

- "I know the reality, the elephant is a straight and hollow tube, horrible and destructive."

The one who had touched his legs said:

- "It's nonsense! The elephant is powerful and firm as a column."

Each had felt one of the parts, each had partially perceived it ... and no one knew the whole. The whole is constructed with the contributions of different perceptions, which allows us in essence an effective communication.

ACTIVITIES

- Reflect and comment the reading looking for examples of your day to day.
- How many times have you been talking about the same thing and not being understanding with the other?
- What can be done to prevent this from happening?
- Describe a situation of communication with someone remotely, delocalized, in which you have not achieved your goals
 - What was the channel or medium you used?
 - What difficulties did you found?
 - What should you have considered?
 - What should you have done differently?
- When you are on the phone with someone who cannot see you, point out what behaviours you should have to empathize with the other person and make him feel really heard.
- Set an example where your communication with another person was not as assertive as it should have been. Now, answer:
 - How was your language, your communication?
 - What answer did you get?

- If you find yourself in the same situation again, to have greater influence and achieve what you proposed, what should you say and how?

Share your answers with other colleagues in the forum discussion enabled for this module.