



Middle School

National FFA Organization

Lesson MS.33

APPROACHING NEW PEOPLE

Unit.

Stage Two of Development-WE

Problem Area.

How Do I Initiate Relationships with Others?

Precepts.

H3: Develop and maintain relationships.

National Standards.

NL-ENG.K12.4 - Communication Skills - Students adjust their use of spoken, written, and visual language to communicate effectively with a variety of audiences and for different purposes.



Student Learning Objectives. As a result of this lesson, the student will ...

- 1 Identify the benefits of approaching new people.
- 2 Demonstrate skills helpful when approaching new people.



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Time. Instruction time for this lesson: 50 minutes.



Resources

Coles, Joan, and Elizabeth Post. *Emily Post's Teen Etiquette*. New York, NY: Harper Collins, 1995.

Newstrom, John, and Edward Scannell. *The Big Book of Team Building Games*. New York, NY: McGraw-Hill, 1998.

Post, Peggy. *Everyday Etiquette*. New York, NY: HarperCollins, 1999.



Tools, Equipment, and Supplies

- ✓ Index cards-one per student, left at students' seats
- ✓ Blank paper-one per student
- ✓ Music, something fun and recognizable-oldies are always good
- ✓ Deck of cards
- ✓ MS.33.Assess-one per student
- ✓ MS.33.TM.A
- ✓ MS.33.TM.B
- ✓ MS.33.AS.A



Key Terms. The following terms are presented in this lesson and appear in bold italics:

None provided



Interest Approach

Hand each student a card from your deck of cards as class convenes. You may want to remove face cards to reduce the number of cards. You'll use these to get them into groups of four or five. Explore with students how their attitude affects the way they approach people.



For the next few minutes, please take on the role of an actress or actor in a scene that demonstrates approaching new people. We'll repeat the scene, but with a new twist each time. Be prepared to go out of your comfort zone to make this work! You may have greater success approaching individuals you don't know well or at all. To mix things up, we'll be using the cards I gave you as you came in. Everyone please stand up.

Allow time for everyone to get up.



Find four other people who have the same number on their card. For example, all the fours will get together.

Check to make sure they didn't end up with their friends.



As a group, you will come up with a scenario that depicts what it's like to meet someone you're really not too fond of. Think of what will be said and what type of body language will be demonstrated. For instance, what would you most likely do and say if one of your friends introduces you to someone you don't think too highly of? Be prepared to show the rest of the class what that may look like.

Allow one to two minutes.





Please turn and face me.

Pause.



While the group is showing us its scenario, please pay attention so you can comment on whether it is realistic or not. Twos, show us what you've got!

Allow twos to share.



Thank you. Show me with thumbs-up or thumbs-down if you thought they were realistic.

Allow for thumbs-up or down.



Now I'd like you to get into groups by making a poker hand called a full house. That is two of a kind with three of a kind, such as two fours and three sevens. Go find your group.

Allow for movement.



Okay, please turn and face me. In this group, I want you to come up with a scenario that shows what it may look like to approach someone as if he or she might reject you ... like that guy or girl you've had your eye on for a while. What will you say? How will you act? Please begin.

Allow one to two minutes. Determine which group you will ask to share; adjust the instructions accordingly.



Give everyone in your group a high five and say thank you!

Pause. You may need to modify the following instruction according to how the groups broke up.



The group with the full house hand of threes and sixes will share with us.

Allow threes and sixes to share.



Thank you. Thumbs-up or thumbs-down? Were they realistic?

Allow for thumbs-up or down.



Your next group will be a flush, which is five cards of the same suit, numbers don't matter.

Allow for movement.



In this group, I'd like you to show how you'd approach someone with whom you're already friends.

Allow one to two minutes. Show them the okay sign when you get their attention, thumb and first finger in a circle and the other three up in the air.



Everyone turn to me and give me the okay sign.

Pause.





The groups with hearts will share.

Allow for sharing.



Thumbs-up or down? Great! Thanks for venturing out of your comfort zone. What changed about your language and behavior each time the situation changed?

Anticipated answers: the amount of conversation; the tone of voice; facial expressions; arms crossed or open; how close you stood; whether you shook hands or made some other greeting gesture; smiling or not; amount of eye contact



Many of the differences we just identified were about all the communication, both verbal and non-verbal, that goes on when we approach new people. Today we are going to explore many skills that will improve the way you approach new people and why is it beneficial to make a good approach. Thank you and please have a seat.

SUMMARY OF CONTENT AND TEACHING STRATEGIES

Objective 1. Identify the benefits of approaching new people.

I. Benefits of approaching new people

- A. Makes people feel at ease and welcomed
- B. Allows you to introduce yourself and others
- C. Allows you to learn about people
 - 1. Names
 - 2. Interests
- D. Enables you to discover what you have in common
- E. Changes how others perceive you
- F. Enables you to make new friends
- G. Makes others feel valued
- H. Is the polite thing to do

Introduce benefits of approaching new people.



Now that you've just experienced what can happen when approaching new people, let's discover the benefits when it is done properly.

Pause.





Imagine if every time you met someone new, it was like the last role-play we did, when you greeted as if you were already friends. Wouldn't that be nice? It can happen, but the challenge is that it's up to you. You can't expect a total stranger to approach you so warmly. Let's take a look at some of the benefits of properly approaching new people. Use the blank sheet of paper at your seat to write down one benefit of approaching new people. Please use large lettering and fill the page.

Allow one minute. Walk around to make sure their notes are appropriate. Anticipated answers: make new friends; feel more comfortable around people; make contacts; it's the polite thing to do



That sheet of paper will be your only source of communication: no talking. Please stand up. Remember, no talking. Hold your sheet of paper in front of you so others can clearly see it and walk around the room, looking at other benefits as you do so. Go!

Allow two minutes. Playing some fun music would help fill the silence.



Thank you. Please be seated.

Pause.



On the back of your paper, please write down as many benefits as you can recall from your walk around the room.

Pause.



Let's make sure we've thought of all of them.

Reveal and discuss MS.33.TM.A.



When you approach new people, it helps everyone feel at ease to know who one another is and why they are there. You can learn a lot about people and what you may have in common with them by simply approaching them. When you approach someone, it changes how he or she perceives you. You will appear to be friendly and outgoing if you make the first step. This also helps change any preconceived notions one may have about you or the situation you're in when you meet.

Objective 2. Demonstrate skills helpful when approaching new people.

II. Helpful skills for approaching new people

- A. Eye contact
- B. Handshake
- C. Etiquette
- D. Appearance
- E. Repeat names
- F. Self-introduction
- G. Listen



Ask students to play along with you in the next activity. Ask them to pretend they've never met you.



For the next activity, please go along with what I am doing and act as though you've never met me. While this is going on, please pay attention to what I am saying and doing.

Begin to properly introduce yourself to your students. Walk up to them one at a time, shake their hands, and make good eye contact as you repeat the following message.



Hi, nice to meet you. I am (Mr. or Ms.) _____. It's good to see you here today. What is your name?

Repeat student's name.



What brings you here today?

Respond to his or her reply and leave them with this comment:



Well, _____, it was nice to meet you. I hope to see you around again. If you need anything, just let me know.

Repeat that with one to two more students.



Okay, thanks for helping me out with that little demonstration. Please think about my specific actions and language.

Pause.



Please select an index card off your table.

Pause.



On this card, I want write as many of my actions and comments as you can remember from that last little demonstration. Please begin.

Allow one minute. Select a few participants. You may need to change the criteria. Aim to have four to five people standing.



Anyone wearing a blue shirt, please stand up.

Pause.





These people will share their observations, and the rest of us need to listen to see if there's something they missed.

Rotate through those standing and repeat the question.



What actions and comments did you observe as I approached your classmates?

Allow for sharing.



Great! Thanks for sharing and listening. Let's make sure we hit all of the highlights of approaching new people.

Reveal and discuss MS.33.TM.B.



When approaching new people, there are some little details that will make a big difference in how your greeting is received. What makes good eye contact?

Anticipated answers: look people in the eye; don't look around the person or at something specific such as clothes, hair, etc.; eye contact should be held for two to three seconds before you look away



Eye contact is one of the first non-verbal cues we give each other that indicates we're interested in each other. Once eye contact has been established, how do you make a good first impression with the first physical contact you'll make with someone-the handshake?

Anticipated answers: firm; not too strong though; stand up to shake hands; don't hold on too long or too little



Let's practice those important facets of handshakes; please shake hands with people at your table.

Pause



Great! As far as etiquette goes when approaching people, what is important?

Anticipated answers: clean hands; standing up when you meet someone; avoidance of slang, vulgarity, rude comments, or bias; not interrupting a conversation just to meet someone; smiling; sincerity; not gossiping



There are so many rules of etiquette, we could have several lessons just on that subject alone, but being polite is a good start. It should go without saying, but our appearance speaks a lot about us, whether we want it to or not. We can't look our best 24/7, but we can make special efforts for those times when we'll be meeting new people. Why is it a good idea to repeat someone's name after you've just met him or her?

Anticipated answers: to make sure you heard it correctly; to help you remember it



Good! What should be included in a self-introduction when you've just approached someone new?

Anticipated answers: his or her name; where you're from; what brought you there



I am confident that we can use all these skills to make a great first impression when approaching someone new, but let's give it a try with some friendly faces here in this room.

Allow students to practice. Use a Hole in One Moment.





Use the skills we just discussed to approach people in here. Although you already know many people in this class, please practice these skills as if you'd just met them, so the next time you encounter someone new, it won't be as awkward. Visualize approaching someone new. Think about exactly what you'll do and say.

Pause



Okay, now practice those skills you just visualized with someone near you. Go!

Allow one minute.



Great! Now walk around the room and use those skills. Make sure you actually approach someone you don't know very well. Remember, "Hey, how ya' doin'?" is not the correct way to approach new people.



Review/Summary

Use a Show What You Know Moment. On the back of their index cards, have them answer the following question: "How can you benefit from using the proper skills when approaching someone new?"



Application

►Extended Classroom Activity:

Ask students to approach three people they don't know well or don't know at all. Ask them to use the skills they learned today and see how others react to their approach. Ask them a week later if the people they approached that day have acted differently to them since the approach.

►FFA Activity:

Use the secret shaker at the next FFA meeting. Secret shaker is someone selected by the advisor, whose identity is kept secret. Ask the secret shaker to keep a mental list of everyone who shakes his or her hand. You have the others introduce themselves and shake everyone's hand, the goal being to meet everyone present at the meeting and learn their names. This works well in getting the officer team to mingle and can also be used at district or state functions by selecting the secret shaker from another chapter, a state officer, or an advisor.



►SAE Activity:

Ask students to approach someone who might be a resource for them in their SAE area. Have them use the approach to ask some casual questions. Encourage students to start a conversation with these people. Remind them that asking questions to which you already know the answer can help casual conversation.

Or, have students ask an important-looking adult-principal, vocational director, etc.-to drop in and ask for a tour or demonstration. Tell them to make sure to fill this adult in on the purpose of his or her visit. Ask one of the students to give this person the tour or demo. After the tour, ask the student to describe the conversation to the rest of the class. Ask the adult to critique the student's approach and conversation.

✓ Evaluation

Written test

Answers to Assessment:

1. Makes people feel at ease
 - Allows you to introduce yourself and others
 - Allows you to learn about people, their names, and interests
 - Enables you to discover what you have in common
 - Changes how others perceive you
2. Firm, but not forceful. Should only shake hands while standing.
3. To make sure you heard the person correctly and to help you remember his or her name.



APPROACHING NEW PEOPLE

Answer the following statements.

1. List three benefits of approaching new people.
2. Describe a proper handshake.
3. Why is it helpful to repeat names when you've just met someone.



BENEFITS OF APPROACHING NEW PEOPLE

- ◆ **Makes people feel at ease**
- ◆ **Allows you to introduce yourself and others**
- ◆ **Allows you to learn about people**
- ◆ **Allows you to discover what you have in common**
- ◆ **Changes how others perceive you**
- ◆ **Enables you to make new friends**
- ◆ **Makes others feel valued**
- ◆ **Is the courteous and polite thing to do**



HELPFUL SKILLS FOR APPROACHING NEW PEOPLE

- ◆ **Eye Contact**
- ◆ **Handshake**
- ◆ **Etiquette**
- ◆ **Appearance**
- ◆ **Repeat Names**
- ◆ **Self-Introduction**
- ◆ **Listen**



DOES YOUR ATTITUDE AFFECT YOUR APPROACH.

Approach your partner as if you really don't want to meet him or her. Begin.

Hint: drag your feet

Allow one minute.

Find a new partner within your group.

Allow for shuffling.

Assume the same distance, but this time I want you to approach this person as if he or she might reject your greeting. Begin.

Allow one minute.

Find a new partner within your group.

Allow for shuffling.

Assume the same distance, and this time approach him or her as if you are already friends.

Allow one minute.

