

By the end of this unit, students will be able to...

- Summarize what it means to be empathetic and explain how empathy is different from sympathy.
- Explain what it means to seek first to understand.
- List and describe the four kinds of listening.
- List and describe the four stages of empathic listening.
- Describe the Greeks 3 approaches to problems and why it was effective.
- If you are going to convince someone that your ideas are correct, what three things must you demonstrate
- Provide a description of a person who would not be successful at empathic listening and list what traits or characteristics they would exhibit that would prevent them from being an effective communicator.
- Provide a description of a person who would be successful at empathic listening and list the traits or characteristics they would exhibit that would help them to be an effective communicator.