

CROSS THE LINE

BRIEF FOR FACILITATORS

Key Themes	Communication and Influencing
Participants	Any number of pairs
Timings	Flexible – suggest 5-10 minutes
Materials Required	Masking tape or chalk to mark lines on the floor

Overview

To initiate a discussion on how we can influence people to do what we want and enhance communication skills.

Running the activity

- Set up the activity by marking a line or series of lines on the training room floor.
- Organise participants into pairs and arrange them facing each other standing on opposite sides of the marked line. They should be no more than arm's length apart.
- Once the activity starts, they have to encourage their partner to cross their side of the line.
- Call time at the end of the allotted time.

Review

- What strategies did you use to persuade your partner to cross the line?
- What strategies were effective/ineffective?
- What relevance does this have to the workplace?

Summary

Make the point that the most effective strategies are when both parties win. For example "Let's both cross the line (eg swap places) – that way we both achieve our objective".