



## **Introduction:**

This activity allows you to gain familiarity with communication style differences and practice how different styles have advantages and disadvantages while discussing an important (yet hypothetical) issue – the size of a pay increase.

## **Participant Instructions:**

1. You will be paired up and need to decide which partner will play the role of the employer/supervisor and which partner will play the role of the employee. Your instructor will assign a communication style to you that you must enact.

Here is the scenario:

You are meeting for your annual review. The supervisor offered a 1.5% raise and no bonus, but the employee was expecting a 5% raise and a possible bonus. You must use your assigned communication style to conduct a conversation.