Unit 14 – Lesson 24

Discussion – Role play explaining and convincing

Role playing is an enlightening and interesting way to help people see a problem from another person’s perspective. It serves as a bridge between people, so that they can understand the feelings and emotions on the other side since statements made while playing a character are not binding on any participant, role playing facilitates involvement of the participants without any bondage.

How to handle the role play situation?

One of the best ways of learning how to handle a situation is to practice with a friend the two of you pretend to be interesting in the troublesome situation you try out different approaches and reach a solution. Your partner shows you several ways the person might react to your statements. The two of them discuss problems; in the process offer suggestions words and encouragements which ultimately leads to art of explaining and convincing.

The situation is two brothers are discussing an issue The elder one Madhav has completed his Engineering and works for an MNC drawing an handsome salary at the age of 22. His younger brother Keshav is not convinced what course he should choose after his XII std. Finally Madhav explains and convinces his brother about the merits of becoming an engineer.

Madhav: Hi Keshav how was the day? had a nice time with your friends.

Keshav: Yes, of course, some of them are planning to join engineering, some planning to do medicine but I feel I should take up pure sciences. Yet I’m not sure.

Madhav: Come on Keshav, seeing my success, I was sure you would want to take up engineering.

Keshav: Oh no, I do not want be like you. You have done Electronics and now working for a software firm. Money is not everything.
Madhav: I am in a software company but are you aware that I am working on an Electronics project? I am very much using the knowledge I have acquired from my Electronics degree; people are not aware of the different kinds of projects we do in the multinational companies.

Keshav: Hmm… I still feel you must be working in a Core company. As you do not have the patience to wait, you take the placement offer which comes to you first.

Madhav: Keshav, you may be partially correct, yet you forget one valid point. Our dad has lost his job due to the company running on a loss; our sister is to be married soon. Do you agree my salary is very useful to the family at present and would be a great support in the future? Similarly if you become an engineer in four years time after joining one of the premier institutions, you will also be placed in an A class company and the family would be so happy and prosperous. So what do you say now?

Keshav: God, though it was a lengthy speech, it has certainly convinced me, that I must become an engineer. I shall start working towards that … from this moment my dear brother! Thanks!