

Homework: Rapport

Rapport:

Who do you naturally have rapport with?
Notice how you match and mirror behaviour with these people

Review behaviour in meetings. What do you notice?

How does rapport change in them?

Watch people talking in restaurants or bars.

How often do you notice people in or out of rapport?

Watch TV especially interviews. What do you notice?

Match Body Language with someone you don't normally have rapport with. How does that affect the discussion?

Match someone's voice with on the phone, talk at the same speed and volume. What do you notice?

Practice ending conversations by mismatching. Can you end the conversation without saying something like "well I really must be going"

What do you notice?

What have you learned?

