

**Multimedia**

by Student Name

Foundation Course – Course #

Tutor: Tutor's Name

Educational Institution

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1. Discuss the new field that Gardner introduces in the chapter *Cognitivists*.

In the chapter *Cognitivists*, Howard Gardner introduces the concept of changing minds, which involves influencing an individual in changing their perspective on a given issue. Changing minds utilizes a systematic approach in helping people to view an issue differently, thereby changing their attitudes towards it (Gardner 2004: 88). This approach can lead to differences in how one thinks, acts, and even how one chooses to conduct their life. It is especially effective when one models the behavior one wishes the targeted individual to emulate, rather than simply telling someone how to think, act, or behave. As the old adage goes, "Actions speak louder than words." There are various reasons why one might wish to employ this method to change the minds of others. First, the method could be used to help an individual make positive life-changes those promote good mental health and an overall sense of well-being. This method can also be used to help team-mates learn to work together cooperatively.

2. Discuss two strategies you might use to facilitate effective communication within your group and among your classmates.

One strategy I would use in facilitating effective communication within my group and also among my classmates in general is to provide them with a problem and ask them to divide into small groups of 2 or 3 to discuss the problem and propose solutions. Then, I would ask a representative from each group to share one idea that group thought of. A second strategy I would use is to have the group as a whole to brainstorm ideas. As they offered suggestions, I would utilize a board to record the ideas, organizing the ideas in some way as a visual for the group to see and discuss.

3. Explain how you know when you are at odds with the rest of the group and how you might influence the others to see the issue from your perspective.

One would think that it would be easy to know when one is at odds with the rest of the group, but that is not necessarily so. Sometimes individuals are so wrapped up in what they think they know, they miss social queues such as body language, inflection of tone, and use of sarcasm. One way I would know that my group was not in agreement with me would be when they are quiet, rather than enthusiastic about what I have to say. Another give-away is when I sense that they have tuned me out, giving their attention to someone or something else. Of course, more outspoken members might bluntly or perhaps tactfully say they disagree with me or offer some counter suggestions. A way that I might get my group members to see an issue from my perspective would be to ask them for their ideas and rationale. If they have a chance to share their thoughts, they might be more inclined to listen to mine. I can also use their ideas in my own rationale. If they have some good ideas, I can acknowledge those thoughts and maybe even incorporate them into my suggestions. I can also argue with their ideas using the reasons of my own. Finally, I can make certain that I have prepared adequately to defend my stance.

## List of Reference

Gardner, H. (2004) *Changing Minds: The Art and Science of Changing Our Own and Other People's Minds*. Harvard: Harvard Business School Press.