

LISTENING DEEPLY



Quiz

RECOGNIZE THE CONCEPT TYPE

recognize: the concept type

Read the four quotes on each page. Of the four quotes, which one matches the concept type listed at the top. See if you can identify what concept types the other answers represent.

Answers will show after each set of examples.

recognize: inner thinking

1. “After it’s approved, I assign it to one of my staff.”
2. “I was telling this other customer how they don't treat people with respect here.”
3. “I'm on the committee to write the technology plan, you know, the five-year plan.”
4. “I figured the fastest route home would be through Houston, since Denver and Chicago were likely to experience storms that time of year.”

recognize: inner thinking

1. “After it’s approved, I assign it to one of my staff.”
2. “I was telling this other customer how they don't treat people with respect here.”
3. “I'm on the committee to write the technology plan, you know, the five-year plan.”
4. “I figured the fastest route home would be through Houston, since Denver and Chicago were likely to experience storms that time of year.” (inner thinking)

each concept type

1. “After it’s approved, I assign it to one of my staff.”
(explanation)
2. “I was telling this other customer how they don't treat people with respect here.” (scene setting)
3. “I'm on the committee to write the technology plan, you know, the five-year plan.” (statement of fact)
4. “I figured the fastest route home would be through Houston, since Denver and Chicago were likely to experience storms that time of year.” (inner thinking)

recognize: emotional reaction

1. “I hate it when the bus gets full.”
2. “It made me angry to see TSA patting down a woman in her 90’s.”
3. “I feel that the City should allow that lot to be turned into a park.”
4. “It’s outrageous that in my city, hillside neighbors’ views are protected.”

recognize: emotional reaction

1. “I hate it when the bus gets full.”
2. “It made me angry to see TSA patting down a woman in her 90’s.” (emotional reaction)
3. “I feel that the City should allow that lot to be turned into a park.”
4. “It’s outrageous that in my city, hillside neighbors’ views are protected.”

each concept type

1. “I hate it when the bus gets full.” (preference)
2. “It made me angry to see TSA patting down a woman in her 90’s.” (emotional reaction)
3. “I feel that the City should allow that lot to be turned into a park.” (opinion)
4. “It’s outrageous that in my city, hillside neighbors’ views are protected.” (opinion, explanation)

each concept type

1. “I hate it when the bus gets full.” (preference)
Why? “Because it gets smelly and disgusting.”
2. “It made me angry to see TSA patting down a woman in her 90’s.”
3. “I feel that the City should allow that lot to be turned into a park.” (opinion)
4. “It’s outrageous that in my city, hillside neighbors’ views are protected.” (opinion, explanation)
Why? “Because I have to pay to trim my trees for their benefit, which is unfair.” (implied emotional reaction)

recognize: guiding principle

1. “We strive to define a home that bears the watermark of an individual’s personal style.”
2. “I believe the multitude of weekly meetings at this company prevent me from keeping up with industry news.”
3. “I think will be really hard to find good child-care if I have to move to a new city.”
4. “We believe in craftsmanship simply because it stands the test of time.”

recognize: guiding principle

1. “We strive to define a home that bears the watermark of an individual’s personal style.” (guiding principle)
2. “I believe the multitude of weekly meetings at this company prevent me from keeping up with industry news.”
3. “I think will be really hard to find good child-care if I have to move to a new city.”
4. “We believe in craftsmanship simply because it stands the test of time.”

each concept type

1. “We strive to define a home that bears the watermark of an individual’s personal style.” (guiding principle)
2. “I believe the multitude of weekly meetings at this company prevent me from keeping up with industry news.” (emotion: feel frustrated)
3. “I think will be really hard to find good child-care if I have to move to a new city.” (conjecture)
4. “We believe in craftsmanship simply because it stands the test of time.” (statement of fact)

