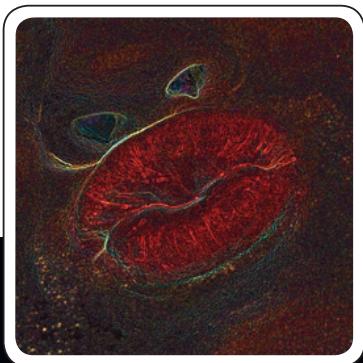
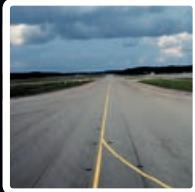


Ideas & Inspiration



Dialoogle®
Visual Talking



CONVERSATIONS

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Why Pictures?

A picture is worth a thousand words

Pictures encourage communication and linguistic diversity. Words seem to come out of the blue like gifts, and stories seem to tell themselves. When we talk in images, we use the language of the heart. This is what we call Visual Talking.

Use the Dialoogle picture cards to kick-start, renew, and enhance the subtleties of communication in dialogues and conversations in small and large groups. Images create associations in the brain, inspire innovative thinking and facilitate the formulation of feelings, perceptions and ideas, increasing the value and outcome of communication.

Dialoogle can be used as an effective communication tool by anyone wishing to improve the quality of conversations in any context.

This inspiration booklet describes 21 different ways to Visual Talking, and there are many more. No certification is required to Visual Talking. Users are encouraged to develop their own ways of utilising this creative communication tool to suit their specific needs.

Find more inspiration in the at www.dialoogle.com.

Have fun!

Dialoogle

Facilitating Difficult Conversations

The use of Dialoogle picture cards in a parent/student/teacher conference can make the conversation a better experience for all parties involved. Images make it easier to talk about sensitive issues. The objective of Visual Talking is for students, parents and teachers to feel good about the conversation. This Dialoogle exercise is also applicable for job interviews, performance and career development conversations. See also the exercises on pages 5 and 20.

The Parent/Student/Teacher Conference

Step by step

1. Lay out the Dialoogle picture cards on the table in front of the student.
2. Ask the student to choose a picture which illustrates how he feels about his school. Then ask him to explain why he chose this particular picture.
3. Then ask the student to choose a picture which illustrates what he finds easy about going to school – and ask him to tell you about it.
4. Now you can ask the student to pick a card which symbolizes what he sometimes finds a bit difficult in school.
5. Finally, ask the student to choose a picture which says something about the social life of his class.

There may be many other relevant questions to ask the student. Another option would be to ask the student to choose a picture card for each school subject, and use these images as the basis for the conversation. An appreciative focus is important to make the conversation a pleasant experience for the student as well as his parents and the teacher.



You might also ask the student to pick a picture for each course he is following and use them as the basis for a conversation.

The student



I THINK THERE IS SO MUCH TO LEARN AND SO MANY BOOKS TO READ IN SCHOOL. MOST OF THEM ARE INTERESTING BUT SOME ARE NO FUN.

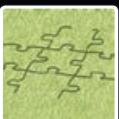
THE BEST THING ABOUT SCHOOL IS MAKING FRIENDS; AND THEN I THINK MATH IS EASY. I PICKED THIS CARD BECAUSE FRIENDSHIP IS ABOUT BEING CLOSE...



WE HAVE A LOT OF FUN IN CLASS. IT IS A LITTLE LIKE THE RING ON THIS PICTURE. IT CONSIST OF DIFFERENT PARTS AND WHEN YOU PUT THEM TOGETHER THEY BECOME A PRETTY RING.



I PICKED THE MONKEY BECAUSE I WOULD REALLY LIKE TO HAVE SOMEBODY TO HELP ME REMEMBERING THINGS. I ALWAYS SEEM TO FORGET SOMETHING WHEN WE CHANGE CLASS ROOMS. APART FROM THAT I DON'T THINK THERE IS ANYTHING DIFFICULT ABOUT SCHOOL.



Developing Leadership Skills

The method is well suited for facilitating the dialogue in personal career development conversations. See also the exercises on pages 4, 7 and 20.

The Career Development Conversation

Step by step

1. Lay out all the Dialoogle cards in front of the focus person.
2. Ask her to choose two pictures. One which symbolizes what she would like to continue doing as a leader. And one which illustrates what new things she contemplates doing as a leader.
3. Ask her to pick up the card which symbolizes what is most important for her career development – and place it on top of the other card.
4. Ask her why she chose these two particular cards.
5. Now, ask her to imagine that a year has passed, and she has had success as a leader. Then ask her to choose two more pictures which illustrate her successes.
6. Put the two new cards on the table next to the first two and ask her to tell you about each of the new cards.
7. Then ask her to describe the journey from the images of the present to the images of the future – and what would be the signs of her being on the right track.



Let the focus person pick a picture card which illustrates what she should refrain from doing to gain more time and energy to develop professionally as she would like to do. Let her choose another picture which represents a role model mastering what she would like to master herself as a leader.

Inspiring Winner Mentality

This exercise is ideal for coaching and motivating persons facing tough challenges, for instance a competition or championship. See also the exercise on page 7.

Preparing an Athlete for Competition

Step by step

1. Spread all the Dialoogle picture cards in front of the athlete.
2. Ask him to choose a picture which represents something he always does when preparing for a championship.
3. Discuss the card.
4. Let the athlete pick a card that represents his mental state the last time he was successful and achieved a good result.
5. Discuss the picture.
6. Ask the athlete to choose a picture which says something about the physical performance he must deliver.
7. Discuss the picture.
8. Ask the athlete to pick a card which symbolizes that little extra which would make a difference during his next performance and increase his chances of success .
9. Discuss the picture.



Another option would be to ask the athlete to choose a picture without telling him what criteria to use. In this way you will start talking about what is most important for the athlete.



Coaching

This method is ideal for profound conversations aimed at analysing personal challenges, finding solutions and creating basis for decisions. The Dialoogle pictures will help the focus person clarify his inner vision of the situation and concentrate on how to deal with the challenge. See also the exercises on pages 4 and 6.

The Compass

Step by step

1. Spread all the Dialoogle picture cards in front of the focus person.
2. Ask him to pick four cards. One representing the purpose of the conversation; one which says something about the challenge he is facing; one symbolizing positive experience he can draw on; and finally a card which represents his doubts.
3. Now, place the cards on the table as four compass points, and use the cards as the frame of reference for coaching questions.
4. »When you look at these four pictures, which one is the most important to you?«
5. »Which picture gives you most reason to believe that you will overcome your challenge?«
6. »Try to pick another card which could be part of the solution and place it where you think it fits best in the compass.«
7. Continue following standard coaching principles.

Tip! During the conversation you may try to turn the picture symbolizing the challenge face down and ask the focus person: »What would be your options if reality looked like this?« You may also place the four Dialoogle picture cards on the floor with ample distance between the cards so that the focus person can move around inside the compass following the coaching process.

Focused Conversations

This exercise is ideal for matching expectations in connection with performance reviews and leader development conversations. See also the exercises on pages 4, 6 and 20.

Value Guide to Performance Reviews

Step by step

1. Lay out all the Dialoogle cards in front of you and the focus person.
2. Both of you choose a picture which represents the most important thing you expect to get out of the conversation.
3. Each of you explains to the other why you chose your particular picture.
4. Both of you choose one more picture which symbolizes what you would like to be your most important contribution to the conversation.
5. Tell each other why you chose your particular picture.
6. Place your picture cards on the table in front of you and let them remind you of the goal and values of your conversation.

Tip! End your conversation by assessing whether you managed to hold on to the goals and values of the conversation. Choose a picture which illustrates a positive surprise you had during the conversation. And finally, pick a card which says something about what you must remember for your next conversation.

Let Loose and Improvise

Using Dialoogle pictures for improvising opens up for intuitive and unpredictable exercises. Pictures facilitate the formulation of feelings, perceptions and ideas, and serve as catalysts for creative expression. This exercise is ideal for drama, theatre sports, music, team building, leader training etc. See also the exercises on pages 10, 11 and 12.

Drama Class

Step by step

1. Shuffle the Dialoogle cards well and place them face down on the table.
2. Ask one player to choose a picture to determine the plot of the play – and then ask him to start playing his part right away.
3. When more characters are needed, other players pick cards and enter the play.
4. The play ends when the last player has entered the scene, or when a predetermined number of pictures have been used.

Tip! It is fun to continue until everybody is in the play, moving about with their pictures visible.

Player 1



Christopher

I AM KING LEO THE BRAVE, AND I LIVE IN LONDON TOGETHER WITH LISA. SHE HAS ALWAYS PLAYED A MAJOR ROLE IN OUR LIVES...

Player 2



Andy

IT AS BEEN A LONG AND WINDING ROAD. BUT AS ALWAYS, THERE IS A POT OF GOLD AT THE END OF THE RAINBOW. NOW I CAN FINALLY AFFORD TO ASK FOR PRINCESS KATHARINE'S HAND IN MARRIAGE. I WILL....

Player 3



Keith

CHANGE IS NEEDED! I HAVE HAD ENOUGH OF NOISE AND FUSS. THE TIME HAS COME TO FLY THE PRINCE AND PRINCESS TO HIGHER GROUND. UP IN THE SKY, CLOSER TO THE SUN. MY FIRST STOP WILL BE...

The play continues until you find it is time to introduce a new picture and a new player.



Icebreaker

This exercise is ideal for breaking down barriers of shyness and kick off conversation in groups. See also the exercises on pages 8 and 11.

Off to a Good Start

Step by step

1. Lay out all the Dialoogle picture cards in front of the group.
2. Ask each of the group members to choose a picture that says something about him or her which the others are not aware of.
3. Ask the group members to team up in pairs and present themselves to each other, using the pictures they have chosen.
4. After two or three minutes, ask the team members to switch cards and find another person to introduce themselves to.
5. Now they present themselves using the new picture.
6. Continue the exercise for 15-30 minutes depending on the size of the group.

All group members do not have to meet.

Tip! Play music in the background. Let the teams decide when it is time to switch partners but make sure that everybody speaks to more than one person.

Storytelling

This exercise is ideal for breaking the ice, creating a relaxed atmosphere, stimulating imagination and loosening the tongue. See also the exercises on pages 8 and 11.

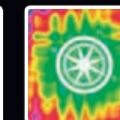
Story Relay

Step by step

1. Shuffle the Dialoogle picture cards and place them face down on the table in front of the group.
2. Ask a member of the group to turn a card and start telling a fantasy story to the group.
3. When other group members feel like taking over, they turn a new picture card and continue the story.



To dramatize further, add an atmosphere to the story. Make two stacks of picture cards. Use the cards in one of the stacks for storytelling, and let the cards in the other stack decide the atmosphere in which the story must be told.
You can make it a bit more challenging by asking the participants to tell a story about the opposite of what the pictures show.



Brainstorming

This exercise can be an effective way to generate ideas for solving social climate problems in schools and workplaces. See also the exercises on pages 8 and 10.

New Ideas for a Better Social Climate

Step by step

1. Ask the group to team up in pairs.
2. Shuffle the Dialoogle picture cards carefully and deal them out to the teams.
3. Ask all teams to place their cards face down in a stack between the two of them on the table.
4. Every 30 seconds the teammates take turns to pick a card and explain why that particular card contains a solution to the social climate problems in the group.
5. If ideas dry up for a team member, she just turns the next card in the stack.
6. It is all right for team members to help each other and develop on ideas along the way.

Tip! Creating groups of three is another option. Taking turns, one group member picks a card and talks while the other two develop on the ideas along the way. When the exercise is over, a way to share results would be to have all participants present to the group the picture they believe represents the best solution.

Team Building

This exercise aims at boosting energy and creating belief in the strengths and potential of a team. See also the exercises on pages 15, 16 and 19.

Learning from the Past

Step by step

1. Spread all the Dialoogle picture cards on the table.
2. Ask all team members to choose four pictures which best describe the past year. One representing a valuable experience; one symbolizing a success; one illustrating a lesson learnt from a failure; and one representing a surprise.
3. Let all members explain why they chose their particular pictures.
4. Lay out all Dialoogle cards on the table again. Now each team member chooses two or three new picture cards which symbolize their hopes for the coming year. The pictures may illustrate their dreams, what they hope to achieve together, or the potential they hope for the team to unfold next year.
5. Let all participants tell the group about their pictures – allowing them time to go into detail if they like.

Tip! Group exercises dealing with shared hopes and dreams stimulate solidarity and energy. Ask the participants to find the pictures that best illustrate the team's potential. Then dialoogle about how to unleash that potential.

Creative Thinking

Telling fantasy stories that do not take place in a known past is an excellent exercise in creative out-of-the box thinking. This exercise is ideal for breaking the ice and stimulating imagination and conversation in groups working to develop new innovative ideas. See also the exercises on pages 11, 14 and 15.

Back to the Future

Step by step

1. Ask the group to team up in pairs and lay out 10 Dialoogle picture cards on the table in front of each team.
2. Tell participants to imagine that 10 years have passed since they found a new, innovative and completely different solution to the challenge they are facing today. A new concept they had never used before. They are in the FUTURE, and they are going to describe the concept in the PAST.
3. One member of each team chooses four pictures. The first one symbolizes a new experience derived from the concept; the second one represents a particular feeling created by the concept; the third picture illustrates the most important feature of the concept itself; and the fourth one says something about the result of the concept.
4. Based on these four pictures, the other teammate describes how he remembers the unique concept which was invented 10 years ago.
5. Then the two teammates switch roles.

Tip! You may use any number of cards, just as you can define for yourself which categories they will represent. Try to time the exercise. The story should be told in three minutes.

A new experience



I REMEMBER THAT OUR FEMALE COLLEAGUES AND THEIR WAY OF THINKING BECAME MUCH MORE PERCEPTIBLE IN THE DAILY LIFE OF THE COMPANY. THEY HAD SET NEW STANDARDS FOR...

A particular feeling



I SENSED A STRONG NATURAL ENERGY FLOWING THROUGH OUR DEPARTMENT. LIKE A WATERFALL. THE CURRENTS WERE FLOWING IN THE RIGHT DIRECTION. I FELT THAT....

The most important feature



FOR THE FIRST TIME IN A VERY LONG TIME, WE HAD A STRONG SHIELD TO PROTECT OUR BUSINESS. THERE WAS NO STRESS. WE FELT STRONG AND CONFIDENT IN OUR APPROACH TO....

The result



ONE YEAR LATER WE HAD ACHIEVED WHAT WE SET OUT TO DO. OUR BUSINESS RESULTS SPOKE FOR THEMSELVES. IT CALLED FOR A CELEBRATION. IN THE CELLAR WE FOUND A BOX OF FINE OLD RED WINE FROM 2020 AND...



Language Training

This exercise is ideal for foreign language training in primary or grammar school and foreign language courses for adults. The entire exercise is done in the foreign language which is being taught. See also the exercises on pages 10 and 11.

Why Learn a Foreign Language

Step by step

1. Lay out all the Dialoogle picture cards in front of the class.
2. Ask everybody to pick the picture which best illustrates the advantages of mastering of foreign language.
3. Then ask the class to team up in pairs.
4. In all the teams, one member starts guessing why her teammate chose his card. Then she listens to his arguments for choosing that particular card.
5. Team members switch roles.

Tip! Ask the students to pick a picture, team up in pairs and describe each other's cards.

You may also ask students to choose a picture which represents something they feel passionate about, making it easier for them to talk about it in a foreign language. By gradually making the teams larger, the students will get used to talking to larger groups.

Creating Moods

Use this exercise for creating moods and making it easier for people to express themselves sensitively and passionately, for instance in music and song. See also the exercises on pages 8 and 10.

Music and Singing

Step by step

1. Start off by deciding which piece to sing or play.
2. Then pick a Dialoogle picture card from the stack. The card decides the mood of the piece.
3. Before you start singing or playing, discuss which mood the picture represents.

Tip! You can choose a new mood for every verse. It may also be very instructive to exaggerate the moods in order to train different musical expressions.



Active Listening

This exercise is excellent for working with communication. See also the exercise on page side 19.

Become a Good Listener

Step by step

1. Ask the group to split up in teams of three to five persons.
2. Distribute all the Dialoogle picture cards among the teams and ask them to spread the cards on the table in front of them.
3. Ask the team members to think of the last time they had a conversation and felt really understood. Then ask them to choose a picture which symbolizes the feeling they had during that conversation. All participants tell their team about their picture.
4. Then ask all participants to choose a picture which represents how they feel in a situation where nobody seems to listen to them. Everybody tells their team about the picture they chose.
5. Eventually, ask team members to agree on two or three pictures which illustrate what it takes to listen actively.

Tip! You can choose to work in small or large teams depending on the type of people you are working with. Try to avoid the teaming up of people who have had bad conversations with each other recently. The exercise can develop very constructively if you start off in small teams and end up by summing up plenarily for everybody to share the best examples.

Finding Common Ground

This exercise is useful in groups working with attitudes, visions and innovation. See also the exercises on pages 11, 18 and 19.

A Good Working Environment

Step by step

1. Spread all the Dialoogle cards on the floor.
2. Ask participants to split up in teams of three to four persons.
3. Each team chooses up to three picture cards which represent their dream scenario of a good working environment.
4. Now all teams present their pictures to the entire group. Everybody is free to ask for elaboration.
5. Lay out all the Dialoogle cards on the floor one more time and ask each team to choose up to three new cards. This time the pictures must represent elements of the dream scenario which already exist in their real life working environment. The pictures may symbolize little gestures, manners of speech or the like.
6. Once again the teams present their pictures to the entire group and describe situations when these good moments occur.
7. Spread the Dialoogle cards on the floor for a third time and end the session by asking all participants to choose the picture which best describes what everybody in the group must keep doing in order to contribute to a good working environment.

Tip! To continue the exercise, you may ask the participants to choose pictures symbolizing what the group should refrain from – or start doing in order to improve the working environment. In order to ensure a broad exchange of views, it may be a good idea to shuffle the teams a couple of times during the session.

Showing Appreciation

In this exercise the Dialoogle picture cards are used for showing appreciation. The exercise may take some time but it is very rewarding and brings an energy boost to the group. It is well suited for ending a group session. See also the exercise on page 18.

Thank You for Your Contribution

Step by step

1. Spread all the Dialoogle picture cards on the floor and ask group members to form a circle around the cards.
2. Now, one by one, all participants will choose a picture and present it as a gift to someone in the group. The picture describes the recipient's contribution to the group.
3. Having received a present, the recipient chooses a card and hands it over to another team member who has not had a gift already.
4. The exercise ends when everybody has received a present.

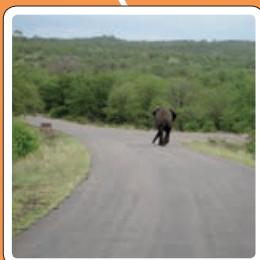
Tip! If there are more than 15 people in the group, it may be a good idea to split up in smaller teams. Groups of six to ten persons are ideal, depending on how quickly they are able to choose cards and express their appreciation.

Anne to Eric



YOU ARE ALWAYS A GOOD FRIEND, YOU KEEP YOUR PROMISES, AND YOU CAN BE TRUSTED. THIS PICTURE REPRESENTS PRESENCE AND TRUST JUST LIKE YOU DO IN OUR GROUP.

Eric to Beth



IT'S MY IMPRESSION THAT YOU HAVE A VERY GOOD MEMORY AND YOU ARE A "SOCIAL ANIMAL". THIS PICTURE SYMBOLIZES THAT YOU ARE ALSO A SEEKER, YOU ARE CURIOUS, AND YOU ARE NOT AFRAID OF BLAZING YOUR OWN TRAIL. THANK YOU FOR BEING LIKE THAT.

Beth to Madelyn



MAYBE THIS GUY LOOKS A LITTLE BIT EXTREME BUT HE CERTAINLY MAKES A STRONG IMPRESSION, HE USES HIMSELF, AND HE HAS EDGE. THIS IS HOW I SEE YOU IN OUR TEAM. NO ONE IS IN DOUBT ABOUT WHERE YOU STAND IN RELATION TO AN ISSUE, WHICH IS QUITE A RELIEF AND VERY INSTRUCTIVE FOR THE TEAM, I BELIEVE.



Creating Consensus

This exercise is well suited for practising how to reach agreement through friendly discussion and negotiation. See also the exercises on pages 11 and 19.

What Do We Have in Common

Step by step

1. Lay out all the Dialoogle picture cards in front of the group.
2. Ask participants to team up in pairs and choose one picture which says something about both of them.
3. Give the teams ample time to choose their cards. .
4. Ask the teams to pair up in groups of four people and tell each other about the two pictures they have chosen.
5. Each group of four now has to choose one of the two pictures which says the most about all four of them. Participants must be prepared to let go of their initial arguments and find new meaning in the picture they have chosen.
6. Now the groups of four pair up and repeat the exercise.
7. Finally, the entire group is gathered around one single picture which says something about all of them.



Participants may choose pictures relating to many different issues or situations. The best sale, the best meeting, the funniest event, the values they have in common and so on. You may stop the session when there are two or three pictures left. It is a very positive result when a large group of people can agree on so few pictures. Hang the picture cards where everybody can see them – for instance in the department, the meeting room, the reception, the canteen or the classroom.

Evaluation

This exercise is ideal for evaluating all types of teamwork. See also the exercise on page 16.

What Was the Outcome

Step by step

1. Lay out all the Dialoogle picture cards in front of the group.
2. Ask participants to spend a few minutes choosing a picture which best illustrates their outcome of the course. They are not supposed to pick up the card since more people may choose the same picture.
3. Then ask the participants to take turns picking up their card and explaining why they chose their particular picture.
4. Place the card on the table again so that other participants who chose the same card can pick it up.
5. The evaluation continues until everybody has presented their picture – maybe including the course facilitator as the last one.

Each person typically speaks for up to one minute.



Ask participants to team up in smaller groups and agree on one picture. In this way the evaluation process becomes a joint effort focusing on the common experience of the group. Be patient and give participants the time they need to choose their cards. If a participant is not able to find a suitable picture, let him tell the group what he learned from the course without a card.



A Road to Better Understanding

This exercise is well suited for discussing values and finding solutions to problems in the group, for instance relating to the social integration of ethnic groups in schools and workplaces. See also the exercise on page 15.

Cultural Integration

Step by step

1. Ask the group to split up in teams of two to four persons and distribute the Dialoogle cards among the teams.
2. Ask the teams to lay out the picture cards on the table in front of them.
3. Now everybody picks between one and four cards which illustrate successful social integration and they tell each other about the pictures they have chosen. The more cards, the better problems and solutions will be described.
4. Ask the teams to lay out their cards on the table again.
5. Now each team member picks between one and four pictures which illustrate what it will take to make integration a success. Again, they tell each other about the pictures they have chosen.
6. Finally everybody chooses the picture which best illustrate hope in relation to social integration.
7. Everybody tells their teammates about the picture they chose.

Tip! It is important that everybody is allowed time to speak. If you find it relevant, you may ask the teams to present their conclusions to each other.

A way to throw light on cultural differences and similarities could be to let participants choose pictures which symbolize just that – or pictures that represent the road to better understanding. Another idea would be not to instruct the group on how to use the pictures right away but let them present their own ideas as to how the cards can be used. The conversation about how to dialoogle in different cultures may in itself prove valuable.

Making Friends

This exercise is ideal for strengthening friendship and solidarity and prevent or solve social climate problems in schools and workplaces. See also the exercises on pages 11 and 15.

Anti Bullying

Step by step

1. Lay out all the Dialoogle cards in front of the group.
2. Ask everybody to pair up with someone they are not sitting next to.
3. Ask the two-person teams to choose two pictures. One which says something about good friendship. And one which illustrates how they would deal with bad friendship. Allow them ample time to discuss with each other.
4. Now ask the two-person teams to pair up and tell each other about the cards they have chosen.
5. Spread all the Dialoogle cards in front of the entire group once more.
6. Split up the group in teams of eight to ten members and ask each team to pick one single friendship card.
7. When the teams have chosen their cards, they present them to the entire group.

Tip! Starting discussions in small teams will make it easier for everybody to put the problems into words.

It is important to listen carefully to the teams when they present their friendship cards. Although they have chosen different pictures, they often represent the same fundamental meaning, which may be worthwhile discussing further with the group.

Conducting Interviews

Dialoogle picture cards can break the classical pattern of interviews, help interviewees express themselves more freely, and give interviewers a better basis for decision making. This exercise is well suited for matching expectations and visions in job interviews, performance interviews and future-oriented dialogue. See also the exercises on pages 4, 6 and 7.

The Job Interview

Step by step

1. Lay out the Dialoogle cards in front of the job applicant and ask her questions like these:
2. »Which picture would symbolize what you would like to be the outcome of this job interview?«
3. »Please pick a couple of pictures which say something about yourself?«
4. »If you were to choose one single picture that symbolizes why you apply for this job, which one would it be?«
5. »Try to find a picture that illustrates what would be your contribution to our team/company?«
6. »Which pictures best illustrate your goals and dreams today?«
7. »Finally, do you wish to pick a card that represents something important which we have not yet talked about?«

Tip: In a job interview, the interviewee is often nervous so make sure that Visual Talking makes it easier for her to talk about important issues. She should never feel that you are testing her. Do not use the Dialoogle cards more than twice or three times during your conversation. It is always alright for the interviewee to choose more than one picture.

An image of what I would like to be the outcome of the job interview



Bob

I HOPE TO BECOME A STRONG LINK IN A CHAIN FIRMLY EMBEDDED IN A ROCK. MY ROCK IS A GOOD JOB IN THIS COMPANY, MY FAMILY AND MY EDUCATION.

An image that says something about me



Michelle

I HAVE CHOSEN THE LIGHTNING BECAUSE WHEN I FOCUS ON SOMETHING IT USUALLY PRODUCES A LOT OF ENERGY AND LIGHT AROUND ME. THIS LIGHTNING SPLITS UP AND HITS THE GROUND IN DIFFERENT PLACES. I HOPE THIS WILL HAPPEN IN A POSITIVE WAY IF I START WORKING FOR YOU. THAT IS, I HOPE THAT I WILL BE USEFUL IN MORE THAN ONE RESPECT.

An image that illustrates my reason for applying for this job

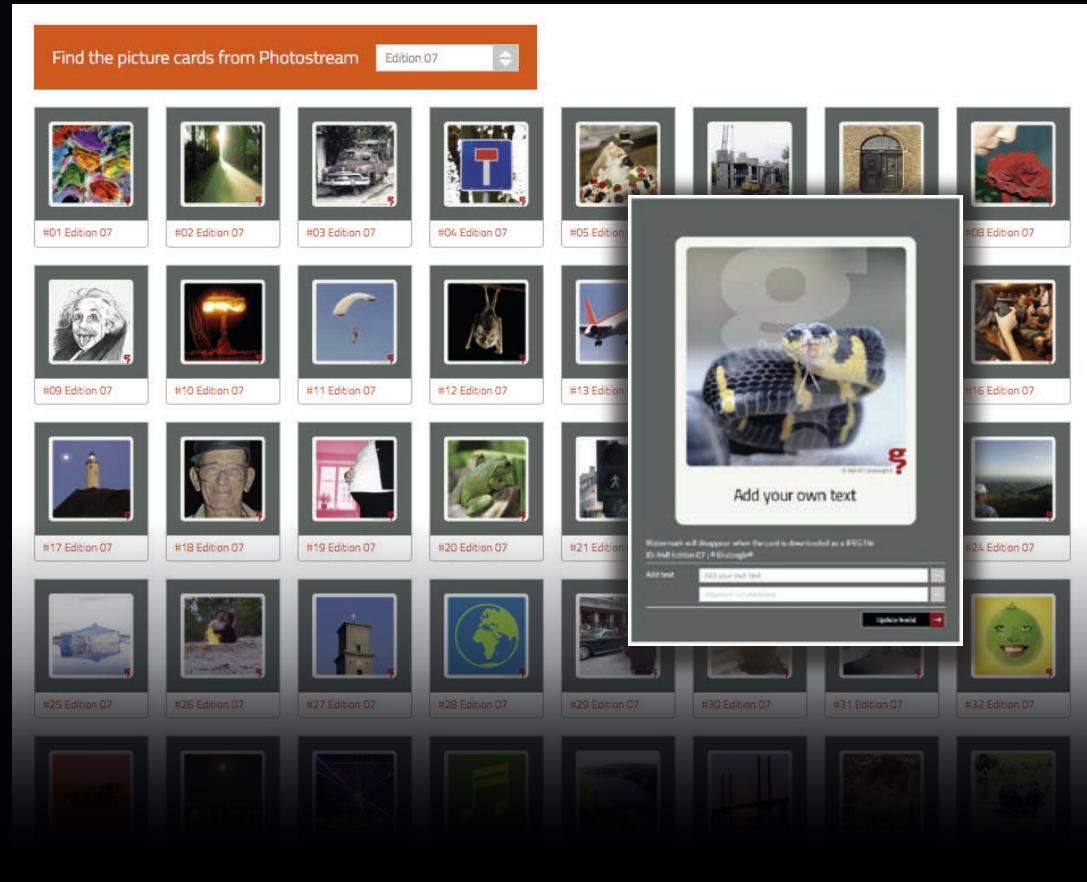


Michael

THEN I'LL CHOOSE THIS PICTURE. IT ILLUSTRATES MY NETWORK OF PEOPLE WHO RECOMMENDED YOUR COMPANY TO ME. PEOPLE THAT I RESPECT. I'M GOOD AT NETWORKING AND I BELIEVE THIS COULD BE AN ADVANTAGE TO THIS COMPANY, TOO.

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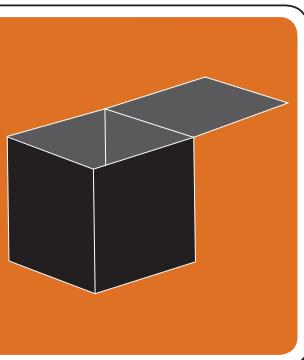
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