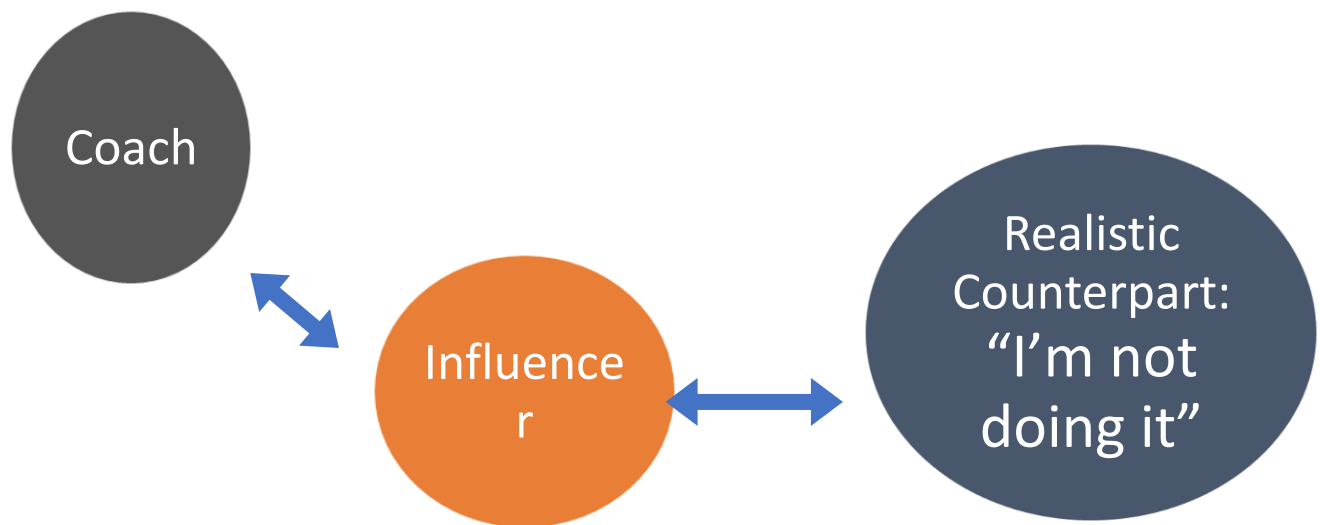


Practice Understanding



- Realistic Counterpart's job is to role-play, only advocating.
- Influencer is only practicing the three skills of understanding – listening, inquiring, acknowledging – to understand the Realistic Counterpart.
- Coach is calling 'time out' when necessary.