"What I hear, I forget; what I see, I remember; what I do, I understand.”
---Confucius, 453 B.C.

BREAK-OUT EXERCISE: INTRODUCING OTHERS

### Introduction 1

**INTRODUCE YOURSELF TO SENIOR PARTNER OF IP LAW FIRM**

Person #1 is the introducer: Name________________________
Person #2 is Senior Partner: Name________________________

REMEMBER: Look at each person as you say his/her name.

### Introduction 2

**INTRODUCE YOURSELF TO HR EXECUTIVE AT PHARMACEUTICAL FIRM**

Person #1 is the introducer: Name________________________
Person #2 is the HR Executive: Name________________________

REMEMBER: Look at each person as you say his/her name.

### Introduction 3

**INTRODUCE TWO COLLEAGUES TO EACH OTHER**

Person #1 is the introducer: Name________________________
Person #2 is first peer: Name________________________
Person #3 is second peer: Name________________________

REMEMBER: Look at each person as you say his/her name.

**EXERCISE**

The following guidelines will help you with introductions. Write out the names of two persons you wish to introduce and do the following:

- Stand in front of a mirror and conduct some private role playing
- Introduce two imaginary persons, looking first at one as you say her name and then at the other as you say his name.
- Repeat this procedure until you are comfortable with introductions. Take your time. Do not try to rush and get it over with.