



Session 5

People connect



1

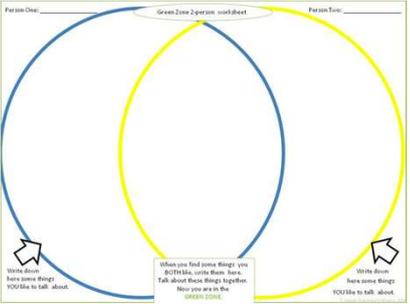
Discover Your Common Ground

- Common Ground Theory - concept proposed by Herbert H. Clark and Susan E. Brennan.
- It comprises the collection of "mutual knowledge, mutual beliefs, and mutual assumptions" that is essential for communication between two people.
- The concept is also **common** in philosophy of language.

2

Discover Your Common Ground

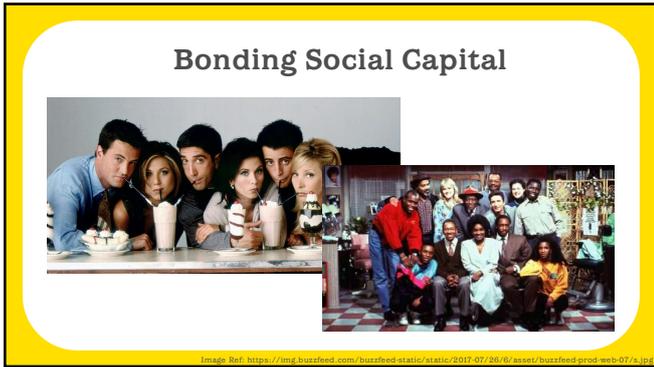
Green Zone



3



4



5



6

Linking Social Capital



Image Ref: <https://www.yahoo.com/entertainment/oxford-abbey-final-episode-181729577.html>

7

The Hotel Study

Cohen & Lopez



Image Ref: <http://www.postalish-developed-technology-help-doctors-detect-flu-faster>

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