



# Session 5

## People connect



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### 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.

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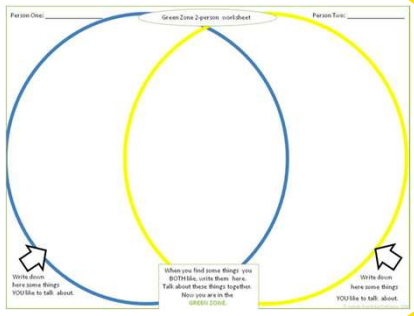
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### Discover Your Common Ground

#### Green Zone



Person One:   
YOU like to talk about...

Person Two:   
YOU like to talk about...

When you find some things you BOTH like, write them here. Talk about these things together. Now you are in the GREEN ZONE.

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## Linking Social Capital



Image Ref: <https://www.gallos.com/entertainment/taunton-abbey-female-Rear-episode-181720077.jpg>

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## The Hotel Study

Cohen & Lopez



Image Ref: <http://www.cnn.com/2014/04/24/health/hotel-study-nasal-spray/index.html>

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