Title: Important 4 U Vs Important 4 Me

Exercise Code:

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| Modules: | Group size: | Duration: |
| 9. Intercultural dialog | Small group  Large group | 120 min |

# Purpose:

* to become aware of and accept the way of thinking and acting of people we face

# Description:

People act influenced by their values, such as family, health, money, etc. The values, although may change, are both personal and inherited by society and influenced by culture, responding to the question "what is important to me now" and have a hierarchy in the sense that for someone can be a more important value (e.g.: health ) rather than another (e.g.: the family).

The exercise can be held in the following way:

* It is assumed that there are no values, or value scales, that can be considered as better than the others (no one can say that the value of love is better than the value of money);
* Each participant individually writes on a sheet of paper at least 20 "things" that are important for him/her, the list of 68 core values attached can help;
* She/he chooses the 10 that they consider most important;
* She/he puts the list in order from the most important to the least important. In case of need, the trainer will help the participant to establish the hierarchy of values. In case of doubt between two values which may appear to be of equal importance, the trainer asks the following question: "You are on a tower and you have to throw down one. Which one will you keep?"
* Once ordered and written the list, he/she shares the first 5 with the rest of the participants explaining the reason;

**Handouts:**

Core Values List

# Methods:

Discussion, self awareness

# Advice for Trainer:

Some people might say and insist that there are absolute and universal values more important than others. The trainer accepts it as a personal point of view in front of the rest of the participants, and manages constructively any comparisons with the other group members.

# Source/Literature:

Modified and adapted by LiberEta from: Sleight of Mouth, The Magic of Conversational Belief Change - Robert Dilts - 2006