**NOTES ON FACILITATION**

1. The “Socratic Method” is defined as: *“a form of cooperative argumentative dialogue between individuals, based on asking and answering questions to stimulate critical thinking and to draw out ideas and underlying presumptions.”*

2. Therefore, you don’t have to be (or become) an expert on the subject of globalization to lead this session successfully; you just have to become an expert at asking questions . . . and then asking more questions . . . and more questions still — all the while getting, goading, or goosing the audience to think and participate. The rule of thumb here is that you should talk for nor more than 20% of the time (mainly in posing interrogatories), and the audience should talk the other 80%.

3. Pretend that you’re just having a lunch-table discussion with some of your buddies at work, as in: “So whaddaya think of this whole globalization thing?” Or, “D’ja see where the last U.S. plant making [this or that] just closed down in North Carolina?”

4. The main way your role here is *different* from sitting around talking with your buddies is that here you’re in a de facto “leadership” role, and it’s therefore your job to get the audience members involved and participating.

5. The main way to get your audience to participate in the discussion is to get them enthusiastic about doing so. And the main way to get *them* to be enthusiastic is for *you* to be enthusiastic: If you’re not manifestly excited about performing in this role, then why should the audience be excited about joining you?

6. I don’t know how much time you can devote to preparing for this session, but if you’ve got the time, it wouldn’t hurt to do as much research on the kinds of questions I’ve suggested as you can. Beside prepping yourself, this research might also sug­gest a few visuals that you could co-opt for PowerPoint slides.

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7. And of course, you should feel entirely free to edit, discard, or reorder any of my suggested “Discussion Questions.” No pride of authorship here; it’s your show, so organize it any way that’s most comfortable for you.

8. As I suggested in our last phone chat, you’ve got to keep in mind the profile of your typical audience member, who is undoubtedly:

• tired, butt-sore, and fidgety;

• bored, and very likely NOT interested in your topic;

• looking forward more to dinner than to listening to you

It should be clear, in this context, why it’s so imperative that you engage the audi­ence immediately (i.e., by simply asking Question #1), and then to keep them en­gaged for at least the next 20-30 minutes. This is the power and the glory of the So­cratic Method. Make it your friend!