## Worksheet Two: Seeing the Other Side

Pretend that you are tasked to influence five different groups of people to donate to a homeless shelter. These five groups of people are listed in column A.

In column B, write down the strategy that you will use to influence this group. This unique strategy should be based on the unique point of view of these groups of people. You have to use the skill of “seeing the other side” to come up with your strategies.

Write down your basis for choosing the strategies you selected in column C.

|  |  |  |
| --- | --- | --- |
| **Group** | **Strategies to Influence this Group to Donate to the Shelter** | **Reason for Selecting this Strategy** |
| 1. War Veterans |  |  |
| 2. High School Students |  |  |
| 3. Full-time Housewives |  |  |
| 4. Young Professionals |  |  |
| 5. Church Workers |  |  |