

Mandell Clip 5

[These facilitator notes provide commentary and ideas that might be helpful as you use these raw video clips with other educators.]

We appreciate this short clip for a few reasons. One, the teaching team is able to highlight student creativity by asking Charles to share his reasoning behind opening the negotiation by sharing saki with the group. They then build on his groupmate's response that the saki didn't send the intended message for her, turning this moment into a just-in-time lesson about the ways that culture shapes the meaning of gestures like Charles' saki. For students who intend to enter into real-world negotiations that will have significant impacts on others, this is an important lesson. How do you use students' comments as launching points for just-in-time lessons? What might you learn from Mandell here?