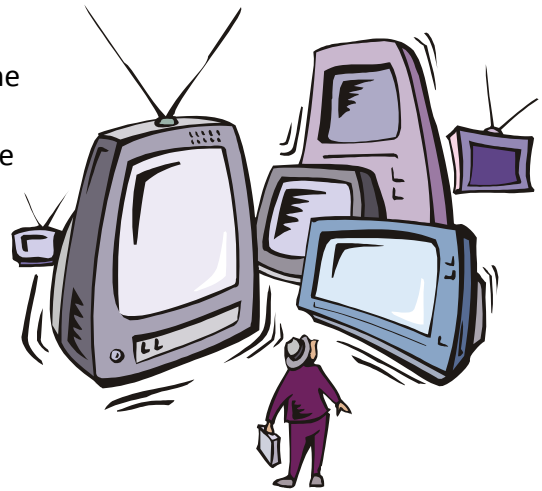


PROSPECTUS BUILDING

This strategy is useful after the students have brainstormed a large number of ideas/alternatives and are trying to evaluate them. At this point, the students' ideas have to be protected and nurtured. If someone's idea is dismissed or criticized, the momentum of the group may be interrupted. In order to avoid the problems of premature evaluation, the teacher must first establish the rule that before group members can voice criticism, they must first say what they like about an idea. This not only will serve to validate the originator of the idea but will also force all students to consider different points of view.

1. Using the list of ideas generated by the group, the facilitator asks the group members what they like about each idea.



2. The recorder lists the likes for each idea.
3. After listing the likes, the facilitator asks the groups members what their concerns are about each idea.
4. The recorder lists the concerns for each idea.
5. The presenter takes up each group's list of likes and concerns for use in future problem solving or decision-making activities.