

Worked Example 304

IC feature(s) in focus	
Concise checklist	3. Negotiate towards a common decision Feedback: Do it at the right time. Don't start making a decision too early, when many ideas/pictures have not been discussed.
Full checklist	4. Negotiate towards a common decision

Example 304: P06

(Simplified transcription, with all hesitations / filled pauses removed)

<https://www.youtube.com/watch?v=gDMAnYt7BKA> (07:50)

Task: Here are some pictures of things that can make living in a city enjoyable. (1) Talk to each other about how these things can help people to enjoy life in a city, (2) then decide which two things you think are the most important.

(Start of the discussion)

1. P: Okay, Nektaria, how do you think that these things
2. help people to enjoy life in the city?
3. N: ((whispers)) Yes. Yes Panagiota I think these
4. things help people to enjoy life in the city because
5. because because they have a free time from a difficult
6. time in the city?
7. And and we see they playing the water, buying flowers,
8. dancing, goes toooo XXX or cafeteria, all these.
9. Okay, Panagiota, what- which two things are the most
10. important for these for this pictures?
11. P: I think in that going for a walk in the park is very
12. important, because in the park there is less pollution,
13. and you're away from cars, noise.

Guiding questions

- In the transcript, where do P and N talk about the ideas for part 1 of the task? Who gets to talk about the different ideas?
 - (The ideas are talked about – or merely mentioned in a 'list' manner – by N at lines 7-8. P has only initiated the discussion of (1) by asking a question (lines 1-2), but she has not had a chance to comment on the ideas herself.)
- Where do they start discussing part 2 of the task?
 - (N initiates discussing part 2 by asking the question at lines 9-10.)
- Is there any problem with this?
 - (This is only turn 2 as the discussion starts: N has only listed the ideas, P has not had a chance to comment on any of the ideas, and the two have not really discussed them in any depth. This was considered by several examiners an 'inappropriate jump' and too early a start to negotiate towards a decision.)

#TooEarly

#Don'tJustDescribe

Lesson learned

We have learned that it is important to work towards a common decision, which is part 2 of the discussion task (Examples 301-303). However, this should be done at the right time. In Example 304,

the candidates start working towards a decision too early – only the second turn in the discussion, when they have not exchanged views about any of the ideas in the pictures.

Working towards a decision too early may cut the whole discussion short, or make it awkward to go back to part 1 to discuss the ideas. More importantly, the joint decision-making will have little foundation apart from each candidate's own opinion (e.g. lines 11-13, Example 304). So, make sure you have talked about the ideas/pictures and exchanged views before starting to make a decision together.