

Communication skills through acting and theatre techniques

UGRA_015791

Departments	Department of People Management & Organisation
Teaching Languages	English
ECTS	3
Teacher responsible	Mercedes Segura Amat - mercedes.segura@esade.edu

Course Goals

Performance and the world of law and business, although apparently far apart, have points in common. There is a parallelism between performing in a play and communicating as a lawyer. The actor prepares before going on stage, concentrates, rehearses, knows the stage, and once there, uses his/her face and body expressiveness to convey the desired message and connect with the audience. Each performance is unique, the actor knows that he must prepare thoroughly if he wants to connect and persuade.

Many of the acting techniques are applicable to the communication situations that a lawyer faces on a daily basis. Every trial, every board presentation, every negotiation, every client interview is comparable to a theatrical scene. Lawyers, like actors, should prepare before acting: concentrate and motivate themselves, be aware of their body expressiveness, know their role and move freely around the stage. Once on stage, connect with your audience and adapt according to their needs. And most importantly, enjoy! Actors teach us that our feelings and thoughts are transmitted through our body, face and voice. For this reason, it is vital to go on stage motivated; If the lawyer/actor wants to persuade and get the commitment of his interlocutors, the motivation must start within himself.

The students will internalize and practice acting tools that allow them to explore their ability to express themselves, connect with their own voice and enjoy each act of communication, whether interpersonal or group. The ultimate goal is to connect with their audiences, motivate, convince, impact.

Prerequisites

Casual wear, comfortable clothes that allow participants physical movement.

Teaching methodology

Every session is divided into two parts: a theoretical framework and practice exercises. Exercises will allow participants to explore their expressiveness, their empathy with others, and give them tips to improve their communication skills.

Description

Course contribution to program

The aim of the subject is to promote participants' persuasion and communication skills, through theatre and acting techniques. As future business leaders, students need to be able to inspire their audiences, to touch the minds and the hearts of the people they work with.

Short description

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As the subject is substantially participatory, presence in class is a pillar of this training. Three basic rules:

- Attendance and punctuality are mandatory and required to pass the course
- A minimum of 80% attendance is required to pass the course.
- The first two sessions are mandatory.

Bibliography

Eric Morris & Joan Hotchkings, No acting please, Beyond the method, Ermor Enterprises Publishing (Book)

Richard Olivier, Peak Performance presentations, Spiro press (Book)

Mercedes Segura Amat, ¡A escena! Lo que el teatro aporta a la comunicación empresarial, Urano, colección Empresa Activa (Book)

Tania Clifton-Smith, Breathing to succeed, Penguin Books (Book)

Content

#	Topic
1	1. Relaxation and concentration of the actor The need for relaxation and concentration

#	Topic
1	before going on stage, how to do it across breathing. How to control anxiety.
2	2. The importance of rehearsal Rehearsal versus improvisation. How to rehearse. How to understand your body language and to read others body language meaning.
3	3. Stages and audiences The connection with the audience and the importance of the stage to enrich the message. How to adapt your performance to the different stages
4	4. Body language Actor's appearance, relationship between body and mind, voice, energy
5	5. Motivation of the actor Motivation of the actor and "being real". How to motivate for non-motivating speeches. The importance of honesty for great performances.

Assessment

Tool	Assessment tool	Category	Weight %
In-class analysis and discussion of issues	In-class analysis and discussion of issues	Ordinary round	30.00%
Individual or team exercises	Individual or team exercises	Ordinary round	50.00%
Written and/or oral exams	Final exam	Ordinary round	20.00%

PROGRAMS

113-Law Exchange Program (Undergraduates: Law)
113 Year 1 (Optative)

GDL20-Double Degree in Law and Global Governance, Economics and Legal Order (Undergraduates: Law)
GDL20 Year 4 (Optative)
GDL20 Year 5 (Optative)
GDL20 Year 2 (Optative)

GED20-Bachelor in Law (Undergraduates: Law)
GED20 Year 1 (Optative)
GED20 Year 4 (Optative)
GED20 Year 2 (Optative)
GED20 Year 3 (Optative)