

Experiential learning approach in teaching and training extension / advisory work

- Objectives:**
- to enable participants to experience an experiential learning approach
 - to present the Hohenheim understanding about advisory work
 - to present and discuss the Hohenheim approach to teaching and training advisory work

Time	Dur.	Topic	objectives	Method	Material	Paper
Wed 10-3-2004						
10.00	30	Introduction: - presentation - program structure	- to inform participants about the project, the workshop and organisational matters	Presentation by Valery Koshelev		
	60'	Guiding the blind	- to create awareness on own advisory / counselling definition - Experiencing an experiential learning approach - to take participants through an interactive / pedagogical exercise	Interactive exercise		
11.30		<i>break</i>				
11.50		Discussion of the procedure:	- to reflect the various steps of a pedagogical exercise (code) - to discuss application of a pedagogical exercise and role and relation to theory	Questions and answers	Questions: - what steps did we go through? - Role of "theory" (concepts, models)	M-12
		Our Hohenheim approach and teaching and training programme	- To give an overview, show the elements and some basic principles of what we do in Hohenheim	Powerpoint Presentation		
13.20		<i>Lunch break</i>				
14.30		Questions and Answers	- To clarify issues arising from the presentation	Discussion	Card stock for later	
		Requirements of a good advisor	- to elaborate qualities of a good adviser from the perspective of a client	Card question		
16.00-17.50		<i>break</i>				
		Advisory work / counselling definition	- to discuss the understanding of "advisory work", "extension" and the meaning and "Philosophy" behind - present and discuss Hohenheim definition of advisory work and its underlying principles	Presentation and discussion	Transparency of advisory work / counselling definition	M-02 M-03
		Perception gimmick pictures	- to raise interest on the issues of visual perception	Presentation	Perception pictures, powerpoint file	

Time	Dur.	Topic	objectives	Method	Material	Paper
Thu 11-3-2004						
10.00		Human Perception - exercises	To experience the subjectivity of human perception	Slide, Notes, 2-persons dialogue Powerpoint presenta- tion	Slide File	M-04 M-05
<i>11.30</i>		<i>break</i>				
11.50		perception model & de- fence mechanisms	- To summarise influencing factors on percep- tion - Discuss role of perception for advisory work and counselling	Presentation of model,		
			- Elaborate defence mechanisms common in advisory work	Partner work	Question: "What are defence mechanisms we are facing in ad- visory work?"	
<i>13.20</i>		<i>Lunch break</i>				
14.30	60'	Rope trick	- to get through the various steps of the advisory work cycle - to focus on the role and responsibilities of the various partners in advisory work	Questions and answers	Card guided exercise problem solving cycle from first presentation	
<i>16.00</i>		<i>break</i>				
16.20- 17.50		Problem solving	- to experience cognitive barriers and how to overcome them	Some small tasks	Transparency and Powerpoint	

Time	Dur.	Topic	objectives	Method	Material	Paper
Fri 12-3-2004						
10.00	90'	Methods and techniques in advisory work: <ul style="list-style-type: none"> ▪ horse trader exercise 	<ul style="list-style-type: none"> - To experience the crucial attitude in advisory talk: thinking from the client's perspective - Favouring and hindering attitudes while conducting an advisory talk 	Interactive exercise	"What did help to achieve a common result?" "What hampered to come to the common result?"	M-07 M-08
11.30		<i>break</i>				
11.50		<ul style="list-style-type: none"> ▪ overview on methods and techniques in advisory work 	<ul style="list-style-type: none"> - To show, what else, besides single case extension and group extension work is known - Methods of group extension work, Moderation and visualization 	Presentation	Powerpoint file	
		Teaching and training extension: basic assumptions and conclusions	to link up training in advisory work with the philosophy of advisory work <ul style="list-style-type: none"> - Own learning experiences - training requirements for giving training in advisory work 	Discussion		M-09 M-10 M-11
13.20		<i>Lunch break</i>				
14.30		<ul style="list-style-type: none"> - Experiences with moderation methods 	Participants tell and demonstrate their experience Discussion of issues of group extension work			M-01
		<ul style="list-style-type: none"> ▪ Counselling training curriculum 	<ul style="list-style-type: none"> - to stress the necessity of practicals / exercises - to stress on necessity of change of attitude and behaviour through role play and video evaluation 		Handout Programme BGT as part of BL	
16.00		<i>break</i>				

Time	Dur.	Topic	objectives	Method	Material	Paper
Sa 13.3.2004						
10.00		Some basics of information management in advisory work	- To offer some useful definitions and concepts of information management	Powerpoint presentation		Artikel Werkzeug- kasten
11.30		<i>break</i>				
11.50		Open questions	- To give a chance to raise open questions	Collection of participants remaining questions on cards , sorting and answering and discussing one by one		
13.15		Lunch break				