



CORE LESSON 12: MEETING AND GREETING WITH A-L-R

Greeting one another is a basic communication and social skill. A greeting is a combination of speech and gesture. It involves the tone and pitch of the voice, as well as one's expressions and body language. In short, it's not just what you say, but how you say it.

Core Lesson 2 (Courtesy Toward Others), at the PLAYer level, established a foundation for Core Lesson 12; however, classes on Core Lesson 12 go deeper into helping PLAYers learn more advanced communication skills that they can use in a golf setting or in everyday social situations. More specifically, PLAYers learn the five steps for meeting someone new and the Ask-Listen-Respond (A-L-R) conversation model for learning more about others and building relationships.

Seamless core activities include having PLAYers practice introductions to each other and to adults in a golf environment. In this core lesson, as in all of The First Tee core lessons, coaches and other mentors serve as a model of effective communication skills.

GENERAL LEARNER OBJECTIVES

After completing multiple classes on Core Lesson 12, Par-level PLAYers should be able to:

- State and understand (Par 3) the five steps for meeting someone new.
- Demonstrate (Par 4) the five steps for meeting someone new by introducing themselves in a golf setting.
- Exhibit (Par 5) the five steps for meeting someone new on one or more occasions in a golf setting.
- State the meaning of A-L-R.
- Demonstrate how to use A-L-R in a golf setting.
- Utilize A-L-R on more than one occasion in a golf setting.
- Explore different methods for getting ready to swing (hold, set-up, aim & alignment) when playing golf.
- Utilize the five steps for meeting someone new on more than one occasion in a non-golf setting; be aware and able to share with coaches and other PLAYers in follow-up classes on this core lesson.
- Utilize A-L-R on more than one occasion in a non-golf setting; share experiences with coaches and other PLAYers in follow-up classes on this core lesson.
- Understand (Par 3), demonstrate (Par 4) and exhibit (Par 5) the physical healthy habits of energy, play and safety.

LIFE SKILL CATEGORY ADDRESSED

- Interpersonal skills

SUGGESTED LIFE SKILL STRATEGIES DEVELOPED THROUGH THIS CORE LESSON:

- Five steps for meeting someone new
- Ask-Listen-Respond (A-L-R)

SUGGESTED PAR PROGRESSION FOR GOLF SKILL CATEGORIES AND GOLF FUNDAMENTAL



- Get ready to swing (for putt, chip, pitch, full-swing)

COACHES' SEAMLESS DELIVERY TIP



EXAMPLE Coaches assist PLAYers in the development of interpersonal skills by integrating Par Core Lesson 12 (Meeting & Greeting with A-L-R) with golf skill categories—putt, chip, pitch and/or full-swing; and golf fundamental—get ready to swing. In this example, coaches would create games that require PLAYers to practice meeting and greeting each other while, at the same time, exploring what they do to hold the club, set-up to the ball, and aim and align themselves to a target. (Note: For new PLAYers, divide this information across more than one class.)



Bridge to Golf & Life by asking questions such as: *What is one thing you learned today that will improve your golf performance? In what other areas of your life could using the five steps for meeting someone new be helpful?* Challenge them to introduce themselves—using the five steps—to at least two new people before the next class.



LIFE SKILL CORE ACTIVITIES

During first class on Core Lesson 12, incorporate the five steps for meeting someone new into the warm-up.

- Explain how to greet new people.
- Demonstrate new procedures.
- Have PLAYers identify steps in the prescribed way to introduce themselves.

Additionally, during the first class on Core Lesson 12, deliver at least one core activity below seamlessly with at least two golf skills (putt, chip, pitch and full-swing) and one of The First Tee Nine Golf Fundamentals. (See previously suggested Par progression as well as Golf Skills section of this guide for more information.)

Depending upon time available per class and the total number of classes, coaches may save some activities for subsequent classes. Coaches are encouraged to deliver each core activity and, as they gain experience, develop additional activities for their PLAYers.

Life Skill Core Activity 12.1: Using the Five Steps for Meeting Someone New to Say Hello

PLAYers roleplay introducing themselves in a golf shop and meeting people on the tee

Life Skill Core Activity 12.2: More Practice Using the Five Steps for Meeting Someone New

PLAYers practice introducing themselves in typical golf situations

Life Skill Core Activity 12.3: Conversations—Asking Good Questions with A-L-R

PLAYers learn about an Ask-Listen-Respond (A-L-R) conversation model and practice how to ask good questions

Life Skill Core Activity 12.4: Conversations—Listening and Responding with A-L-R

PLAYers learn about and engage in a listening and responding exercise

Life Skill Core Activity 12.5: Conducting an A-L-R Television Interview

PLAYers practice A-L-R in a mock sports interview; PLAYers can also conduct A-L-R interviews as part of a match play event

Life Skill Core Activity 12.6: Saying Hello Off the Course

PLAYers experience meeting and greeting in non-golf settings

GETTING STARTED AT CORE LESSON 12: Five Steps For Meeting Someone New

Supplies needed: The First Tee Par Yardage Books

1. Explain that when meeting new people for the first time, in any situation, it is important to introduce yourself properly and to speak clearly.
2. First, discuss the IDEAL way to introduce yourself. Go through the five steps for meeting someone new listed in the Par Yardage Book.

FIVE STEPS FOR MEETING SOMEONE NEW

When you meet someone for the first time, make sure you:

- Face the other person.
 - Smile and look him/her in the eye.
 - Give a firm handshake.
 - State your name clearly and loudly enough to be heard.
 - If you need information, ask a question.
3. Demonstrate the steps with another staff member or a volunteer participant. The other person should respond in the same manner. Repeat the demonstration, but ask the class to call out each step before you act it out.
 4. Then demonstrate the **WRONG** way to greet someone. Have a staff member play the role of someone you are meeting on the tee for the first time prior to playing a round of golf together. Go through one or more introductions in which you fail to face the other person or look him or her in the eye. You should mumble, keep your hands in your pockets, pretend you are bored, angry, timid or rude. Ask PLAYers to identify what was wrong with the way you greeted the other person.
 5. In the remaining time, have pairs of PLAYers introduce themselves to each other while the rest of the group watches.



LIFE SKILL CORE ACTIVITY 12.1: Using the Five Steps for Meeting Someone New to Say Hello

Supplies needed: None required

In this activity, PLAYers roleplay introducing themselves as they check in at the pro shop to get a tee time. After they check in, they practice greeting other members of the foursome they have been paired with for their tee time.

1. Coaches and other staff members or volunteers will play the role of the golf professional behind the counter in the pro shop.
2. Have each participant come up and ask whether they can play on the course. Tell them what to say and remind them to follow the steps they have just learned.
3. After PLAYers have checked in, have them walk to another area to meet or wait for other members of a foursome. Tell them to practice introducing themselves to each other. If possible, have another staff member or volunteer observe the group to make sure everyone follows all the steps. PLAYers should face each other, look each other in the eye, give a firm handshake and speak clearly. When all four have met, have them return to the check-in area to watch other PLAYers check in.
4. When everyone has gone through the process, answer any questions and end the activity. Depending on the facility and available time and staff, PLAYers could actually go into the pro shop or designated check-in area and then walk out to meet each other at the first hole.

Also, instead of returning to watch other PLAYers check in, you could have members of the foursome engage in a golf game or activity together.

LIFE SKILL CORE ACTIVITY 12.2: More Practice Using the Five Steps for Meeting Someone New

Supplies needed: None required

1. Have PLAYers practice meeting and greeting people while roleplaying typical golf situations.

EXAMPLES OF SCENARIOS:

- Ask for practice golf balls at the range.
- Talk to a marshal who approaches you on the course.
- Buy something in a golf shop.
- Play three holes and practice introducing yourself to a different PLAYER on each tee.

2. Check performance to make sure everyone is following the five steps to introduce oneself.

LIFE SKILL CORE ACTIVITY 12.3: Conversations—Asking Good Questions With A-L-R

Supplies needed: The First Tee Par Yardage Books, pencils

The purpose of this activity is to give PLAYers practice in carrying on a conversation—an interpersonal communication skill that goes beyond meeting and greeting. A conversation typically involves three elements:

- Asking questions,
- Listening to the reply, and
- Responding to the reply.

At The First Tee, this process is called A-L-R.

Core Activity 12.4 points out how to ask good questions, or the “A” in the A-L-R process. Core Activity 12.5 deals with listening and responding, or the “L” and the “R” in the A-L-R process.

1. Point out the importance of carrying on a conversation with others. To be successful in life, you have to know how to talk to people, so they understand you and you understand them. You have to do more than just introduce yourself. You have to know how to carry on a conversation, even with people you do not know very well.

Let’s think about what happens when you are talking to someone. Usually you:

- **ASK** the other person some questions.
- **LISTEN** to what the other person says.
- **RESPOND** to what the other person has said.