

*Bayou II
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Exciting*

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8th Annual Convention

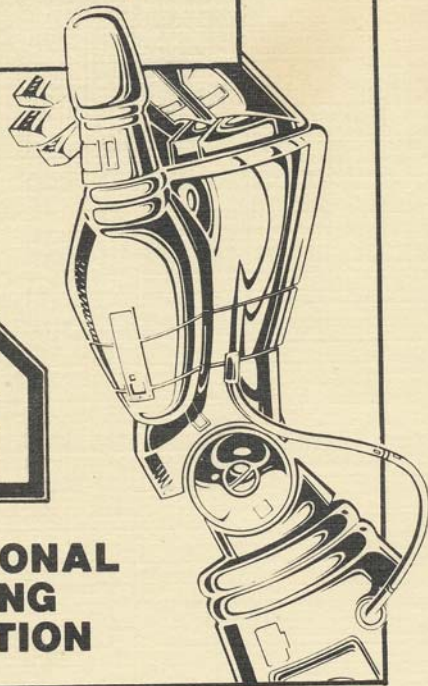
*Lris Stegman
Jay Brandon
Luncheon
tickets*

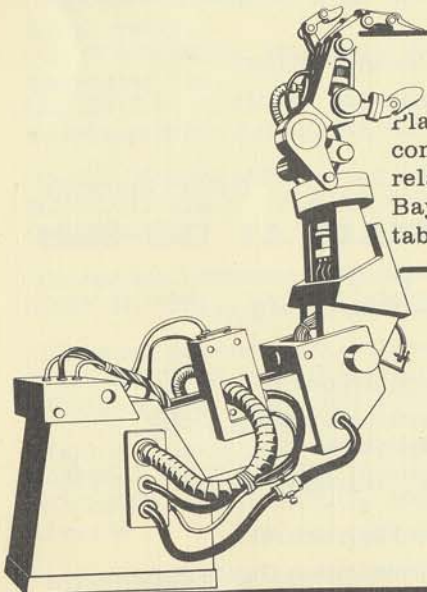
**"Listening
In An Age Of
HIGH-TECH
HIGH- TOUCH"**

**Fairmont Hotel
New Orleans, Louisiana
MARCH 4-8, 1987**



**INTERNATIONAL
LISTENING
ASSOCIATION**





VISIT THE EXHIBITS

Plan to visit exhibits of listening (and communication) materials and listening-related products that are on display in the Bayou Foyer near the ILA registration table.

Shots

RALPH G. NICHOLS AWARD

Any ILA participant desiring to have a paper considered for the Ralph G. Nichols Award should deposit three (3) copies of his/her convention paper at the ILA registration table before 12:00 noon on Friday, March 6. The award is for the best data-based research or theoretical paper presented at each annual ILA Convention.

ILA SESSIONS ARE BEING RECORDED by Windward Productions. For information and the purchase of tapes, visit their sales location near the ILA registration table.

"LISTENING IN AN AGE OF HIGH-TECH HIGH-TOUCH" 8th Annual ILA Convention

PROGRAM LISTINGS FOR THE NEW ORLEANS CONVENTION

Wednesday, March 4

8:00-9:00

REGISTRATION FOR PRE-CONVENTION SEMINAR #1
Bayou Foyer

9:00-12:00

PRE-CONVENTION SEMINAR #1 - Bayou I
(Proceeds donated to ILA)

1:00-2:00

6:00-8:00

"HIGH-TOUCH" REGISTRATION FOR EVENING ARRIVERS - Presidential Suite #1176

Thursday, March 5

8:00-11:30

REGISTRATION FOR CONVENTION - Bayou Foyer

8:30-11:30

PRE-CONVENTION SEMINAR #2 - Bayou I
PRE-CONVENTION SEMINAR #3 - Bayou II
PRE-CONVENTION SEMINAR #4 - Bayou III
PRE-CONVENTION #5 - Bayou IV
(Proceeds donated to ILA)

11:35-12:00

RESEARCH COMMITTEE MEETING - Bayou I
HOST COMMITTEE MEETING - Bayou II

~~Shots~~

~~Shots~~

Shots

"The Do Not Disturb Idea: The Need for Quiet Time in Spousal Relationships"

GIB WHITEMAN, President, The Whiteman Resource/Interdependence Associates, Inc.

JEANNIE WHITEMAN, Vice-President, The Whiteman Resource/Interdependence Associates, Inc.

"Family Communication Concepts and the Family Tree"

MARGUERITE R. LYLE, Immediate Past President of ILA; Independent Consultant

"On-the-Job Listening Training and the At-Home Impact"

JOHN MURPHY, NYNEX Information Resources

"Listening Supportively to Strengthen Family Relationships"

JOHN STRONG, Iowa State University

CRAIG ALLEN, Iowa State University

"Family Communication during Difficult Times"

JAMES J. GALLAGHER, General Electric Instructor

ROBERTA GALLAGHER, Household Administrator and Practical Listener

"Listening during Constructive/Destructive Conflict in Marriage"

FLORIENCE I. WOLFF, University of Dayton

NADINE C. MARSNIK, Vermillion Community College

Asked, "What's the foremost reason for people wanting to end a once loving relationship?", marriage counselors, ministers, and divorce lawyers most frequently respond, "Lack of effective communication." Seminar presenters will bring their research findings and experiences to "real world" application: enhance the positive aspects of *family* by listening more effectively.

(Member Registration, \$30.00 - Non-Member, \$60.00)

Thursday, March 5

8:30 - 11:30 a.m.

Room - Bayou III

4. QUANTITATIVE APPROACHES IN LISTENING RESEARCH: MEASUREMENT

Chair and Seminar Co-Presenter: PHILIP EMMERT, University of Wyoming

Seminar Co-Presenter: VICTORIA J. LUKASKO EMMERT, University of Wyoming

Presenters of this seminar will provide basic quantification theory for beginning researchers to aid them in their evaluation, use, and

interpretation of listening assessment instruments. Additionally, participants will have the opportunity to discuss listening assessment concerns that they have.

(Membership Registration, \$20.00 - Non-Member, \$30.00)

Thursday, March 5

8:30 - 11:30 a.m.

Room - Bayou IV

5. TEACHING LISTENING SKILLS AT THE HIGH SCHOOL LEVEL

Chair: RICHARD HUNSAKER, Belleville West High School

"Review of Literature"

CAROLE GRAU, New Utrecht High School

"Techniques and Activities for Teaching Listening Skills"

MELISSA BEALL, Southeast High School

"Techniques and Activities for Teaching Types of Listening"

MORRIS SNIVELY, Belleville East High School

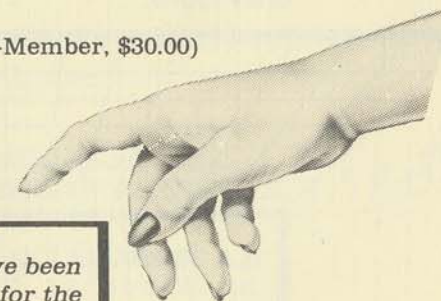
"Curriculum and Approaches to Developing Curriculum for Teaching of Listening Skills on the Secondary Level"

BEVERLY AWEVE, McHenry High School

Co-Presenter: WILLIAM A. "BUD" WILLIAMS, Realtor/Consultant/Broker for First United Realtors

A special feature of this seminar will be its presenters -- four secondary listening instructors with *training* and *experience* in teaching listening to high school students. Presenters will share approaches for developing a listening curriculum and materials, techniques, and activities proven to be effective in teaching listening at the secondary level.

(Member Registration, \$20.00 - Non-Member, \$30.00)



The Pre-Convention Seminars have been designed as a special fund raiser for the ILA and are open to ILA members and the general public. Convention registration is not necessary for participation in the Pre-Convention Seminars.

12:00-1:30

LUNCHEON - Grand Ballroom

(Opening ceremonies and orientation, featuring Presidential Address by Larry L. Barker)

We protect the right to listen

H. v. E. - Ant. Reinforce

1:45-2:45

6. THE SECOND GRAND OPENING: AN EXPERIMENTAL RE-CONNECTION IN LISTENING

Room - University

Chair: NADINE C. MARSNIK, Vermillion Community College

Facilitator: ALAN R. ZIMMERMAN, The Zimmerman Communi • Care Network

NLP - Auditory Tread Kenneth

Energy and involvement will be the trademarks of this SECOND GRAND OPENING at the Eighth Annual ILA Convention. In an enjoyable, fast-paced hour of ice-breaking listening activities, participants will have the opportunity to re-connect with old friends and establish new friends.

MEETING OF SPOUSES

Room - Bayou

Chair: ELAINE MAHONE, member of the Program Planning Committee

This meeting is designed to provide ILA convention attendees' spouses with the opportunity to become acquainted with other spouses, to become aware of a specially-designed program session for spouses only as well as other convention events to which spouses are welcome, and to learn about New Orleans.

MESSAGE BOARD

Communicate with other convention attendees by way of the message board located near the ILA registration table in the Bayou Foyer.

3:00-4:15

7. NEWCOMERS' PROGRAM: WELCOME TO THE ILA

Room - Loyola Room

Chair: CAROLYN GWYNN COAKLEY, High Point High School

"Welcome"
BEVERLY AWEVE, member of the Program Planning Committee

"The Birth and Growth of ILA"
LYMAN K. (MANNY) STEIL, C.P.A.E., President, Communication Development, Inc.; Chairman of the Board, International Listening Institute

"ILA: Its Present and Potential"
LARRY L. BARKER, Auburn University; Spectra, Inc.

"The International ILA Member"
TIMOTHY GILMOR, The Listening Centre

"ILA: Its Role in Business"
JAMES J. GALLAGHER, General Electric Instructor

"ILA: Its Role in Education"
BETTY STRATTON, Eastern Washington University

"Opportunities for Active Involvement in ILA"
JANE GLOTFELTY RHOADS, Wichita State University

This program is especially designed for new ILA members and those attending the convention for the first time; however, all convention participants are welcome. Program presenters will explore the past, present, and future of ILA and will suggest ways in which participants can become actively involved in the association.

Room - Bayou I

8. CURRENT RESEARCH IN EMPATHIC LISTENING

Chair: WILLIAM E. ARNOLD, Arizona State University

"Empathic Listening with One's Physician"
WILLIAM E. ARNOLD, Arizona State University
CAROL VALENTINE, Arizona State University

"Empathic Listening and 'Best Friend'"
WILLIAM E. ARNOLD, Arizona State University

"Other Orientation, Comforting Behavior, and Empathic Listening"
DOUG MEYER, Arizona State University
MICHAEL HECHT, Arizona State University
WILLIAM E. ARNOLD, Arizona State University

Shots

Shots

Shots

Shots

*Rags
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Rung
Ham W
Tuffy B
Rose*

This program will feature the presentation of empirical research on the concept of empathic listening. New questionnaires based on the work of Carkhuff, Stiff, et al. and Meyer and Hecht will be presented.

9. TEACHING THE CHURCH TO LISTEN

Room - Bayou II

Chair: SARA GAYLE PYFROM, Phoenix College

Program Presenters: STEVE GRIEBLING, Minister of Counseling, Upper Arlington Lutheran Church
EDIE COLE, Independent Consultant

With many of today's churches reasserting their role as therapeutic communities, lay people and clergy need to be trained to listen with warmth, empathy, and respect. This program will demonstrate through videotape, roleplay, and exercises how to guide a formal -- sometimes formidable -- institution into becoming a warm, caring, listening community.

10. IMPROVING CUSTOMER RELATIONS THROUGH LISTENING SKILLS

Room - Bayou III

Chair: VONCILE M. SMITH, Florida Atlantic University

Program Presenters: SHEILA BENTLEY, Memphis State University
DOROTHY CARVER, Diablo Valley College

This program will explore customer relation problems that frequently result from employees' poor listening skills. Through lecture, demonstrations, and role plays, participants will learn the types of customer relation problems that commonly arise and some listening and nonverbal behaviors that can prevent such problems from arising.

Room - Bayou IV

11. PERCEPTIVE LISTENING AND MARITAL BLISS

Chair: HAROLD R. DALRYMPLE, Kent State University

Program Presenters: FLORENCE I. WOLFF, University of Dayton
NADINE C. MARSNIK, Vermillion Community College

*Escort = get married
hardly = stay in married -*

*Do. I
This
one*

JAY BRANDON -

*Divorce
1/2*

25000 Suicide Teams 1/4 1st Grades Try

Seh vs out of sync people -

Over half of new marriages will end in divorce. In addition to poor listening skills, the Age of High Technology seriously hampers "quality interaction" between spouses. This program will focus on listening involving spouses, children, and other family members. Discussion will follow; handouts summarizing the speakers' messages will be distributed.

"Everything but the kitchen sink"

4:30-5:45

12. PERSONAL GROWTH THROUGH BI/POLAR STRENGTHS

Chair: LILYB MOSKAL, President, Success Seminars

Program Presenters: JULIA D. RAMSEUR, Dallas Christian Counseling Services
THOMAS JAY THOMAS, President, Bi/Polar, Inc.

The Bi/Polar system, a positive way to identify strengths, enables you to discover your relationship and thinking strengths and appreciate yourself as well as others. This program introduces the Bi/Polar strength identification process, the basic seminar, interpersonal-relationship training, and a team-building approach to management.

Room - Bayou II

13. DEVELOPING ESSENTIAL COLLEGE-LEVEL LISTENING SKILLS IN THE BASIC SPEECH CLASS

Chair: LAUREN VICKER, St. John Fisher College

Program Presenters: MARY LOUISE SHANNON, Florida Junior College -- Jacksonville
HARRY B. COOK, Southwest Missouri State University

Presenters of this "power-packed" session will share

innovative audio-visual aid, "involvement" exercises and practical theory designed to develop basic listening skills in the basic speech class.

14. ARE YOU LISTENING TO YOUR STUDENTS? Room - Bayou III

Chair: LOIS STEGMAN, Western Michigan University

Program Presenter: BARBARA ANTON, Moorhead Public Schools, Moorhead, Minnesota

Designed for K-through-college teachers, this comprehensive program - which will follow a lesson-design format - will present strategies for improving classroom feedback and interaction.

Let me quickly share this with you -

15. LISTENING AS A DECISION-MAKING PROCESS Room - Bayou IV

Chair: VI DUNLEVY, Broward Community College

Program Presenters: BRIG. GENERAL ALVIN J. BLAKE, AUS, Ret. Res.
JAMES J. GALLAGHER, General Electric Instructor

This program examines the military's use of "listening" as a decision-making device. More specifically, an arithmetic value is assigned to people's messages, and then a decision is made to determine if what was heard was real or unreal. For example, would country X be friend of enemy in a confrontation?

6:30-8:00 **ILA HOSPITALITY RECEPTION - University Room**
(An ILA tradition with hors d'ouvres, beverages, and good friends!)

Shots



*Sleeper, Tarnet,
Tiger, pitcher
Sponge -*

*TV - words saw
72% incomplete*



FOCUS ON FITNESS

7:00-7:45 a.m.

March 6
March 7

*Fri
Shots*

Begin Friday and Saturday mornings with a focus on fitness.

Exercise for Health - Creole Room
Wear comfortable clothing and aerobic or tennis shoes and join those who want to keep in top shape by exercising to Jane Fonda's work-out tapes.

Run for Fun - Meet in Bayou Foyer
Wear comfortable clothing and running shoes and meet in the Bayou Foyer by 7:00 a.m.: Michael Gilbert will lead running enthusiasts on a two-mile morning run in New Orleans.

*X
Sat
Shots*

Friday, March 6

7:00-7:45

EXERCISE SESSION - Creole Room
FUN RUN - Meet in Bayou Foyer

Co-Chairs: DEBORAH HEFFERIN and MICHAEL GILBERT, members of the Program Planning Committee

7:30-8:25

BREAKFAST WITH LISTENING CELEBRITIES - Shots
University Room

Co-Chairs: DEE STEIL and WILLIAM E. ARNOLD, members of the Program Planning Committee

8:30-10:00

16. EXERCISES TO TEACH THE FIVE TYPES OF LISTENING IN THE WOLVIN AND COAKLEY LISTENING TEXT

Chair: MARY ANN MESSANO-CIESLA, Brooklyn College

Program Presenter: ETHEL GLENN, University of North Carolina -- Greensboro

Do you follow the Wolvin and Coakley five types of listening -- discriminative, comprehensive, therapeutic, critical, and appreciative -- in your teaching? If so, come and share some of the exercises that one instructor has devised to illustrate and improve student skills in each of the five types.

Are there definitions of "listening" to which we can agree? Is "listening" a phenomenon that can be measured, or is it too complicated for measurement? Program participants will comment on current understandings of the listening process(es), the status of listening tests, and the future of listening theory and research.

Room - Bayou III

22. SELECTIVE ATTENTION DEFICIT: A LEARNING DISABILITY COMMON IN LEARNING DISABLED CHILDREN

Chair: SARA W. LUNDSTEEN, North Texas State University

Presenter: SUSAN S. BERKHEIMER, Sheridan School, Washington, D.C.

This program will feature a review of current literature relevant to three intervention strategies and their implications for improving teacher instruction designed to help learning disabled children become more successful in their schoolwork. You will learn appropriate attending behaviors that you can model throughout the convention!

Room - Bayou IV

23. SO YOU WANT TO BE A CONSULTANT?

Chair: FRAN FRANKLIN, University of Arkansas -- Monticello

Program Presenters: WILLIAM E. ARNOLD, Arizona State University
RUTH GUZLEY, Lynn Collins and Associates

If you want practical information for setting up your own consulting practice, attend this session. Handouts covering marketing, fees, client contact, and many other important concerns will be provided.

Room - Tulane

24. THE EFFECTS OF LISTENING SKILL AND METASTRATEGY INSTRUCTION ON AUDING AND READING COMPREHENSION OF INCARCERATED ADULT BASIC EDUCATION STUDENTS

Chair: HAROLD SHARKEY, Instructor, North York (Toronto) Board of Education

Presenters: BARBARA C. PALMER, The Florida State University
REBECCA M. LYONS, The Florida State University

How are listening, reading, and learning strategies related? This program will present results of research investigating this topic in an adult population. Of particular interest is the treatment used a--theory-based, systematically-designed listening skills instructional package (with and without learning metastrategy instruction). Theorists and practitioners will find the presentation valuable.

Room - Loyola

25. LISTENING IN THE FAMILY ENVIRONMENT -- A Program for ILA Members' Spouses ONLY

Chair: GIB WHITEMAN, President, The Whiteman Resource/Interdependence Associates, Inc. *shots*

Program Presenters: GIB WHITEMAN, President, The Whiteman Resource/Interdependence Associates, Inc.
JEANNIE WHITEMAN, Vice-President, The Whiteman Resource/Interdependence Associates, Inc.
JOHN STRONG, Iowa State University
CRAIG ALLEN, Iowa State University

"If only I had listened" is a common lament of parents, spouses, and other family members. After sharing some observations that say, "What you do may shout so loudly that I cannot hear what you say," program presenters will focus on the need to listen to meanings behind family messages. NOTE: This program, which will repeat a part of the pre-convention seminar by the same title, is for ILA members' spouses only.

12:00-2:00

LUNCHEON — University Room
(Special address followed by introduction of ILA candidates for office)

shots

2:15-3:30

26. ASSESSING LISTENING IN ELEMENTARY AND JUNIOR HIGH SCHOOLS: AN IN-DEPTH EXAMINATION OF FOUR LISTENING TESTS

Room - Bayou I

Chair: CARRIE EGGLESTON, Director of Special Projects/Programs, Newport-Mesa Unified School District

Program Presenter: EMMA PLATTOR, University of Calgary, Calgary, Alberta, Canada

Respondent: FRANK FRESHOUR, University of South Florida

Should listening skills be evaluated? Are there strategies and instruments appropriate for assessing listening comprehension in schools? This session will provide answers to these questions and describe four listening tests. The use of these tests in the Calgary Listening Project, a collaborative action research project, will also be presented.

27. STUDENT REACTION TO CREDIBILITY FACTORS IN THE VIDEO RECORDING OF WILLIAM GERING'S "LISTENING TRULY IS GOOD BUSINESS"

Room - Bayou II

Chair: WARREN GORE, University of Minnesota -- St. Paul

Program Presenter: WILLIAM M. GERING, Indiana University -- South Bend

Respondent: JAMES J. FLOYD, Central Missouri State University

Participants will hear the video tape of Gering's presentation, "Listening Truly is Good Business," after which they will compare their own evaluations of information credibility and speaker credibility with the findings of the student evaluation questionnaire.

shots
shots
shots

shots
shots
shots

28. BRAINSTORMING SESSION TO TAP AND TICKLE ILA'S RESEARCH CREATIVITY

Room - Bayou III

Chair: CHARLES H. SWANSON, Fairmont State College

Facilitators: DEAN THOMLISON, University of Evansville
MICHAEL PURDY, Governors State University

This fast-moving, participatory session will encourage creative thinking about listening research and help you network with persons having similar research interests. Designed to spark creative ideas, generate potential research topics, and explore possible methodologies and applications, this program will be fast, fun, and stimulating, and it will tickle your creativity!

29. CRITICAL/COMPREHENSIVE LISTENING FOR/TO LANGUAGE OBJECTIVITY IN BROADCAST NEWSCASTING

Room - Bayou IV

Chair: MARJORIE MCGREGOR, Central State University

Program Presenter: ROBERT BOHLKEN, Northwest Missouri State University

"If you hear it on the radio/TV news, believe it!" No! First, listen to the language used. An effective listener can determine the objectivity of the message through verbal cues. This program will describe and demonstrate the cues: semantic elements, quantification, qualification, reference, and abstraction. Learn about and teach listening objectivity.

RESEARCH COMMITTEE MEETING followed by SPECIAL TASK FORCE MEETING

Room - Bayou I

Chair of the Research Committee: MICHAEL PURDY, Governors State University

Featured at this meeting will be the James I. Brown ILA Student Paper Award recipient who will present his/her paper.

Do this one

3:40-5:00

shots

Saturday, March 7

7:00-7:45 **EXERCISE SESSION - Creole Room**

FUN RUN - Meet in Bayou Foyer

Co-Chairs: DEBORAH HEFFERIN and MICHAEL GILBERT, members of the Program Planning Committee



A CALL FOR NOMINATIONS

Nominations for the 1988-89 ILA Executive Board and Nominating Committee are now being solicited. Please submit names of your nominee or nominees to those presiding over the voting on Saturday morning.

8:00-12:00

Before!
VOTING FOR OFFICERS - Bayou Foyer

9:30 Breakfast & Luncheon -

8:30-10:00 **30. LISTENING IN THE APPLIED SETTING**

Room - Bayou I

Chair: JOYCE DONEN HIRSCHHORN, South Central Community College

"Listening in the Hospice Setting"
KENNETH PAULIN, Northern Michigan University

"Museum and Nursing Home Reminiscence Partnership: A Pilot Study"
ENID PORTNOY, West Virginia University

Presenters will examine roles of listening in both the hospice experience and the nursing home. The program's focus will be on the power of attending behavior, touch, and silence in the delicate hospice situation and on the effects of historical objects as stimuli for reminiscence among elderly nursing home residents.

Room - Bayou II
31. THE ROLE OF LISTENING IN A SERVICE ENVIRONMENT

Chair: LAURA C. EDWARDS, University of Southwestern Louisiana

Program Presenter: KENNETH IRONS, Chairman, KIA Management Consultants

A service organization is not selling meals or savings accounts but, rather, millions of transactions yearly. Research and experience show that listening is the critical skill in the magic moments when the organization finally delivers its promise. This program will show why and what has to be done.

Room - Bayou III
32. THE EFFECTS OF LISTENER KNOWLEDGE ON LISTENER UNDERSTANDING

Chair: HARRY B. COOK, Southwest Missouri State University

"Listening: Do We Know What We're Doing?"
PATRICIA J. ANDERSON, East Carolina University

"Measurement of Information-Based Complexity in Listening"
WALTON B. BISHOP, Consultant, Naval Research Laboratory

"Listening as Symbolic Behavior: A Conceptual Model"
FRED B. GOODWIN, Dean, College of Humanities, Southeast Missouri State University

Presenters will address a crucial factor in improved listening behavior: the extent to which people combine "know-how" with "know-why." Behavioral techniques (know-how) are helpful, but knowledge of research-based principles and selected linguistic concepts (know-why) are also important since generalizations about the human abstraction process have direct application to listening improvement.

Room - Bayou IV

33. TIPS AND TECHNIQUES FOR LISTENING INSTRUCTION

Chair: SUSANELLEN BACON, Kent State University

"But I Just Said That. Weren't You Listening?"
LINDA A. DESJARDINS, Northern Essex Community College

"Which Listener Are You?"
JOAN M. SAYRE, University of Miami

"Cliches and the Popular Ideas about Listening"
CHARLES H. SWANSON, Fairmont State College

"How Musical Ideas Improve Listening/Learning in Speech and Voice Improvement"
ROBERT STEWART, Wagner College

Presenters of this program will offer an object lesson that moves students from external to internal listening motivation, an exercise that examines popular notions about listening, a demonstration of listening behaviors that reflect common listening styles, and musical strategies that improve students' listening/learning in voice and diction programs.

10:15-11:45

Room - Bayou I

34. ASSESSING MANAGER AND SUBORDINATE PERCEPTIONS OF MANAGERIAL LISTENING BEHAVIOR

Chair: DOROTHY E. CARVER, Diablo Valley College

Presenters: ROBERT L. HUSBAND, University of Illinois - Urbana
LYNN COOPER, Wheaton College

Discover a new listening assessment instrument. Program presenters will describe the Managerial Listening Survey and summarize research findings from two recent studies that employed the instrument. Managers' perceptions of themselves as listeners, subordinates' perceptions of managers as listeners, and factors underlying listening as a managerial behavior will be discussed.

Room - Bayou II

35. LISTENING ASSESSMENT AT THE COLLEGE LEVEL

Chair: BELLE RUTH WITKIN, Witkin Associates

"A Video Version of the Watson-Barker Listening Test"
CHARLES ROBERTS, McNeese State University

"A Non-Print Mode for Assessing Listening Ability"
ETHEL GLENN, University of North Carolina -- Greensboro
MICHAEL PAPA, University of North Carolina -- Greensboro

"NIU Listening Exam: Assessing College Level Listening Skills"
MARTHA COOPER, Northern Illinois University

Many popular listening tests are presented in an audio format. Would this assessment be different if a video format were used? This program will introduce newly devised listening assessment instruments utilizing video formats and will discuss reliability and validity issues that focus on the different modes of presentation.

Room - Bayou III

36. DEVELOPING AND IMPLEMENTING A LISTENING CURRICULUM: THE FREDERICK COUNTY, MARYLAND, EXPERIENCE

Chair: ANDREW D. WOLVIN, University of Maryland

Program Presenters: CAROL FOGLER, Curriculum Specialist for Secondary Language Arts, Frederick County, Maryland, Public School System

KAREN COCHRAN, Walkersville Middle School

CAROL DENNISTON, Monacacy Middle School

ELIZABETH THOMAS, West Frederick Middle School

JAMES McDONOUGH, Governor Thomas Johnson High School

FRAN MOFFITT, Linganore High School

Respondents: BEVERLY AWEVE, McHenry (Illinois) High School

CARRIE EGGLESTON, Director of Special Projects/Programs, Newport-Mesa Unified School District

ROBERT CRUMPTON, Title II Supervisor,
Minnesota Department of Education
ELLA ERWAY, Acting Dean, School of
Education, Southern Connecticut State
University

It can happen! The Frederick County, Maryland, Public School System has implemented a system-wide K-12 listening curriculum. This program will present background for and development of the curriculum, the curriculum itself, and key figures in this new listening effort. Listening education specialists will respond/react to the Frederick County program.

37. LOOSEN UP TO LISTEN UP

Room - Bayou IV

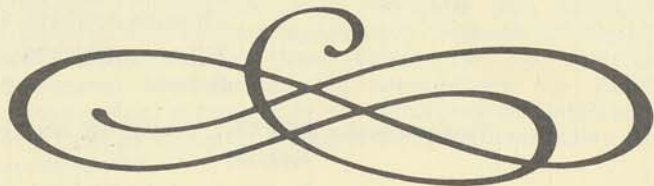
Chair: TOM BRUNEAU, Radford University

Program Presenter: SUZANNE PEMSLER, Director,
Listening Unlimited

Your office can become a listening haven. The presenter will create listening-speaking atmospheres of warmth, cheer, and welcome conducive to easing conflicts of purpose, defusing tempers, and eliminating tension at work. Audience participation, found object puppets, and showbiz techniques will make the numerous strategies, skills, and techniques memorable.

12:00-1:30

LUNCHEON - University Room
(ILA business meeting)



1:30-2:30

38. HOW TO SELL LISTENING PROGRAMS TO CORPORATE CLIENTS

Room - Bayou I

Chair: VERNON RAY, Texas Christian University;
Spectra, Inc.

Program Presenter: P. CHRISTIAN COLE, President,
Exeter Consulting Group, Inc.

Listening is important to ILA members, but how important is listening to corporate executives? This program will explore the dynamics of selling listening programs to corporate clients. You will learn how to get appointments, what to do during the interview, and how to make persuasive presentations.

39. DEVELOPING EFFECTIVE LISTENING SKILLS IN SPECIAL EDUCATORS

Room - Bayou II

Chair: LINDA ALBERT, Independent Listening Consultant

Program Presenters: CLAIRE LAVIN, College of New Rochelle
ANTHONY COSENZA, College of New Rochelle
ROBERT ARKO, College of New Rochelle
DOROTHY MORRISON, College of New Rochelle

The role of special education teachers has changed! Instead of working in self-contained classrooms, they are now educational consultants interacting with specialists, teachers, parents, and children. Needed teacher skills have shifted from the primarily technical to include the interpersonal. Presenters will share their approaches for developing essential interpersonal listening skills.

Room - Bayou III

40. LISTENING WITH OTHER EARS: TRENDS AND DEVELOPMENTS IN FOREIGN LANGUAGE LISTENING

Chair: BEVERLY RAZNOFF, Palm Beach Junior College -- South

Program Presenter: ELIZABETH G. JOINER, University of South Carolina

This program will present four trends or movements (the comprehension approach, the functional-notional syllabus, the proficiency movement, and the receptive skills focus) which have drawn attention to listening as a key skill in foreign language instruction. Illustrations of the techniques that characterize each trend or movement will be discussed.

Room - Bayou IV

41. VIDEO-TAPE TESTIMONY: DISCERNING THE TRUTH IN A HIGH-TECH SOCIETY

Chair: WAYNE BOND, Montclair State College

Program Presenter: GERALD MILLER, Michigan State University

Opponents of videotaped trials and depositions argue that taped material gets in the way of accurate judgments of witness demeanor. Is this true? How good are people at detecting deception perpetrated by relative strangers, regardless of the channel? This program will examine research dealing with these and other issues.

Room - Tulane

INSTITUTE FOR THE STUDY OF INTRAPERSONAL PROCESSES ADVISORY BOARD MEETING

Members of the Institute for the Study of Intrapersonal Processes Advisory Board will meet to select the recipient of this year's **Ralph G. Nichols Award**. The award will be presented for the best data-based research or theoretical paper presented at the 8th Annual ILA Convention.

2:45-3:45

Room - Bayou I

42. CREATE VALUE AND YOU HAVE A LISTENER!

Chair: DEBORAH HEFFERIN, Broward Community College

Program Presenter: SANDY STEIN, Hughes Aircraft Corporation

Attend this session and learn why people may not stay tuned in when you talk; understand why you lose names, information, and keys; recognize how raising momentary importance and risk creates a listener in you and your audience; and discover that listening is easier than you ever imagined if you *want* to listen.

Room - Bayou II

43. THE ONTOGENY OF VOCAL/AUDITORY INTERACTION: IMPLICATIONS FOR THEORIES OF LISTENING

Chair: MICHAEL PURDY, Governors State University

Program Presenters: SAMUEL C. RICCILLO, University of Wyoming
THOMAS WATTERSON, University of Nevada -- Reno

Developmental research on communicative behavior of infants has been studied from many perspectives. The most recent research on neonate behavior suggests that the auditory mechanism plays a central role in communication development. This program will present research and information suggesting that infants stop crying to "listen."

Room - Bayou III

44. HOW TO WRITE AN EFFECTIVE PROGRAM PROPOSAL FOR AN ILA CONVENTION/CONFERENCE

Chair: JUDI BROWNELL, Cornell University

Program Presenter: JAMES J. FLOYD, Central Missouri State University

Designed for those desiring to learn how to write an effective program proposal for an ILA program, this workshop session will provide needed instruction in proposal writing. Additionally, participants will have the opportunity to ask questions and discuss personal writing concerns.

2:45-3:45 Follow dynamic speaker "Some goes for me"
Room - Bayou IV

Shots of me
anybody

4:00-5:00
Committee
Select
meet in
Bayou II

45. LISTEN FIRST TO YOURSELF, THEN TO OTHERS

Chair: JAY C. BRANDON, President, Telemarketing, Int.
Program Presenter: HARVEY WEISS, Cooper High School;
President, Lend Me Your Ear, Inc.;
Consultant, Performax Systems
International

Knowing ourselves better makes us better communicators. Highlights from a ten-hour seminar for Honeywell employees in Minneapolis will be outlined, and new training materials to help disclose personality and listening habits will be described. This program will conclude with analyses of what listening is and how it can be improved.

Before you can high touch others, you need to touch yourself

46. MEET THE ILA EXECUTIVE BOARD: AN OPEN IDEA EXCHANGE

Chair: LARRY L. BARKER, ILA President

Your ILA Executive Board wants to listen to your thoughts, feelings, and concerns about our association. At this meeting, you will have the opportunity to share your ideas and suggestions with officers who want -- and need -- your input.

Room - Bayou II
SPECIAL TASK FORCES AND ILA COMMITTEE MEETINGS

ILA special task forces and committees whose chairs have scheduled meetings will meet at this time.

PHOTO SESSION

The ILA invites you to have a photograph taken of yourself for publication in your local newspaper and/or a photograph taken of yourself and other convention attendees for a keepsake of the convention. A professional photographer will be available to take pictures during the Saturday night Gala Banquet.

The photo will be a 5x7 black and white glossy print and will be mailed to you within one week. You may forward the photo, along with the press release in your convention packet, to your local newspaper for publication and, thus, increase community awareness of the interest you take in promoting effective listening as well as document your involvement in the 1987 ILA Convention.

The cost of the first print is \$8.00; additional prints ordered at the same time and mailed to the same address are \$5.00. Please be prepared to pay by cash or check when you have your picture taken. Cost includes the first class postage to your home or office.

7:30-10:00

GALA BANQUET - University Room
(Presentation of new officers and awards and closing ceremonies)

Understand
Listen -
others -

2. Self
3.

1987



BANQUET

The 8th Annual ILA Convention will conclude with a Gala Banquet which will feature many events. Among the awards that will be presented are the ILA annual awards and the Ralph G. Nichols Award sponsored by the Institute for the Study of Intrapersonal Processes. New ILA officers for 1987-88 also will be announced. Additionally, there will be a photo session during which banquet attendees may have their pictures taken alone or with ILA friends.

Sunday, March 8

8:30-11:30

NEW 1987-88 ILA EXECUTIVE BOARD MEETING -
Presidential Suite #1176

New officers will join existing members of the ILA Executive Board for an important planning session. Additionally, the following individuals are requested to attend this meeting and provide updated reports: the Co-Chairs of the 1987 ILA Summer Conference, the Editor of the **International Listening Association Journal**, the Chair of the Local Arrangements Committee for the 1988 ILA Convention, the Chair of the Site Selection Committee, the Editor of the **Listening Post**, and the Chair of the Research Committee.