

*Instructions: The group facilitator reads the story aloud. Then discuss as a group the meaning of the story. Use the discussion questions provided or come up with your own.*

### **Do you know?**

There was once a prophet who traveled around the world giving talks to groups. One day, he was to give a talk in this small city. All the people gathered in the city square to hear his words of wisdom. When the moment came, the prophet walked out on stage, drew in a long breath and shouted, "Do you know? Do you know?" The people shouted back "No, we don't know!" The prophet looked at them, turned and walked off stage. The people were very puzzled.

The next day, they heard the prophet was going to speak again. So they all gathered in the square once more. Again, the prophet came out, drew in a long breath and shouted, "Do you know? Do you know?" Remembering what happened the day before, the people thought they should change their answer. So they shouted, "Yes, we know!" Again, the prophet walked off stage and the people were left puzzled.

The third day, they heard the prophet was going to speak again. They thought they should have a plan this time. They decided that if he asked the same question, half the people would shout "yes," and half the people would shout "no." So once again, the prophet came on stage, drew in a big breath, and shouted, "Do you know? Do you know?" Half the people shouted "Yes!" and half the people shouted "No!" The prophet looked at them and said, "Okay, those who know tell those who don't know."

Source: Ben Lozare and Henry Mosley, *Strategic Leadership And Management For Population And Reproductive Health: Guide For Facilitators*, Bill and Melinda Gates Institute for Population and Reproductive Health, Bloomberg School of Public Health, Johns Hopkins University, Baltimore, Maryland, 2004.

### *Discussion Questions:*

- 1) What does this story say about the role of "gurus" and the source of wisdom?
- 2) How does this view challenge or support common perceptions of learning and leadership?
- 3) How do these ideas apply to learning and growth:
  - a. On an individual level?
  - b. In teams or organizations?
  - c. In communities?
  - d. In the MCH field as a whole?