Anticipation Guide for *Death of a Salesman*

**Purpose:**

The anticipation guide is a way to prepare the reader for a particular reading assignment in which students will be asked to write their responses to specific questions. The following guide should be handed out to the class before they read *Death of a Salesman*. Students will benefit from this activity because it will provide them with an opportunity to use their schema in order to enhance their understanding of the themes in the play. The questions asked should stimulate class discussion, and it will create possibilities for integrating reading and writing activities for *Death of a Salesman*.

**Directions:**

Step 1 Read
Read and analyze *Death of a Salesman* to identify the major concepts and themes that will be studied in the novel.

Step 2 Major Concepts
A few of the major concepts of the play are; determination, choices, family, disillusionment. Use these topics to create interest and allow students to reflect on prior knowledge and schema.

Step 3 Statements
Refer to the following handout for ten statements that you can use to generate anticipation for the novel as well as class discussion.

Step 4 Display guide
Display the guide on overhead or whiteboard to help students reflect upon each statement. Give clear directions to what students are to do with the guide. “A” is for agree and “D” for disagree. Make sure to leave space for responses on the sheet. Students can complete the guide individually, in pairs or small groups, or as a class.

Step 5 Discuss
Conduct class discussion that referring to the concepts before the students read the text. They are expected to support their answers with more than a “yes/no” response. Allow discussion to lead into an atmosphere that will encourage student’s personal experiences.
Step 6 Read
Have students read Death of a Salesman to evaluate the statements from the anticipation guide in light of the author’s intent and purpose.

Step 7 Revisit guide
After reading the play, revisit the guide and have students compare and contrast their original responses with current ones. The objective is to see what information the reading of the passage has allowed the to learn about their prior responses and how these may have changed or developed with the reading of the novel.

Assessment:
The anticipation guide allows students to anticipate major concepts that will be encountered during their reading of a text. Discussion also stimulates review of what students know and believe which allows them to expand on these concepts. A variety of follow-up activities can be used to assess students’ comprehension of the themes in the novel. Such activities include debates, journal entry response, etc.
Anticipation Guide

Name_______________________________    Date_____________

Directions: Before reading Death of a Salesman, read each of the following statements and decide whether you agree or disagree. Under the margin labeled “you” write “A” in the space provided if you agree with the statement and a “D” if you disagree. Be prepared to share your thoughts and answers with the rest of the class.

You     Author  Statement
___ ____  It is better to live a poor life but live your dreams.
___ ____  Lying is okay when trying to keep a good reputation.
___ ____  Disillusionment can lead to distrust.
___ ____  Flashbacks are a way to relive the past.
___ ____  Forgiveness leads to peacefulness.
___ ____  It is better to ignore something unpleasant than to face reality.
___ ____  Happiness consists of having financial stability.
___ ____  The life of a salesman leads one to be financially stable.
___ ____  Determination always lead an individual to live his dreams.