List of Group-Label Strategy
For Death of a Salesman

Purpose:
This strategy is useful for the teaching of vocabulary and categorizing skills. It also helps student to organize their thought processes. This strategy is useful as both a pre-and post assessment theory for the play Death of a Salesman.

Directions:

Step 1 Topic
Write the word “salesman” on the board. Begin by asking the students to think of all the words they know that relate. Allow them time to think about their responses.

Step 2 List
Call on students one by one to share their vocabulary words. Write them on the board so that everyone can see them.

Step 3 Group
After all the vocabulary words have been written on the board, categorize them. These categories should relate to the given topic—“salesman”. Discuss the reasoning for putting words in particular groups.

Step 4 Label
Assign labels as a class to the different categories. Refer to the following chart for an example.

Assessment:
The List-Group-label strategy encourages student responses about the various things that can relate to a “salesman”. Having students generate vocabulary allows them to understand the different perspectives about the topic as they read the novel. It helps students to learn how to categorize and also helps their vocabulary skills.
List-Group-Label Strategy
For Death of a Salesman

Salesman

money  sales  walking  success
car  business  ties  suits
suitcase  meetings  companions  business men
dinner  flights  computers  paper work

Categories

Clothing
Tie  At the work place  outcome
Suits  computers  money

Business men
companions

outcome

money

success

sales

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