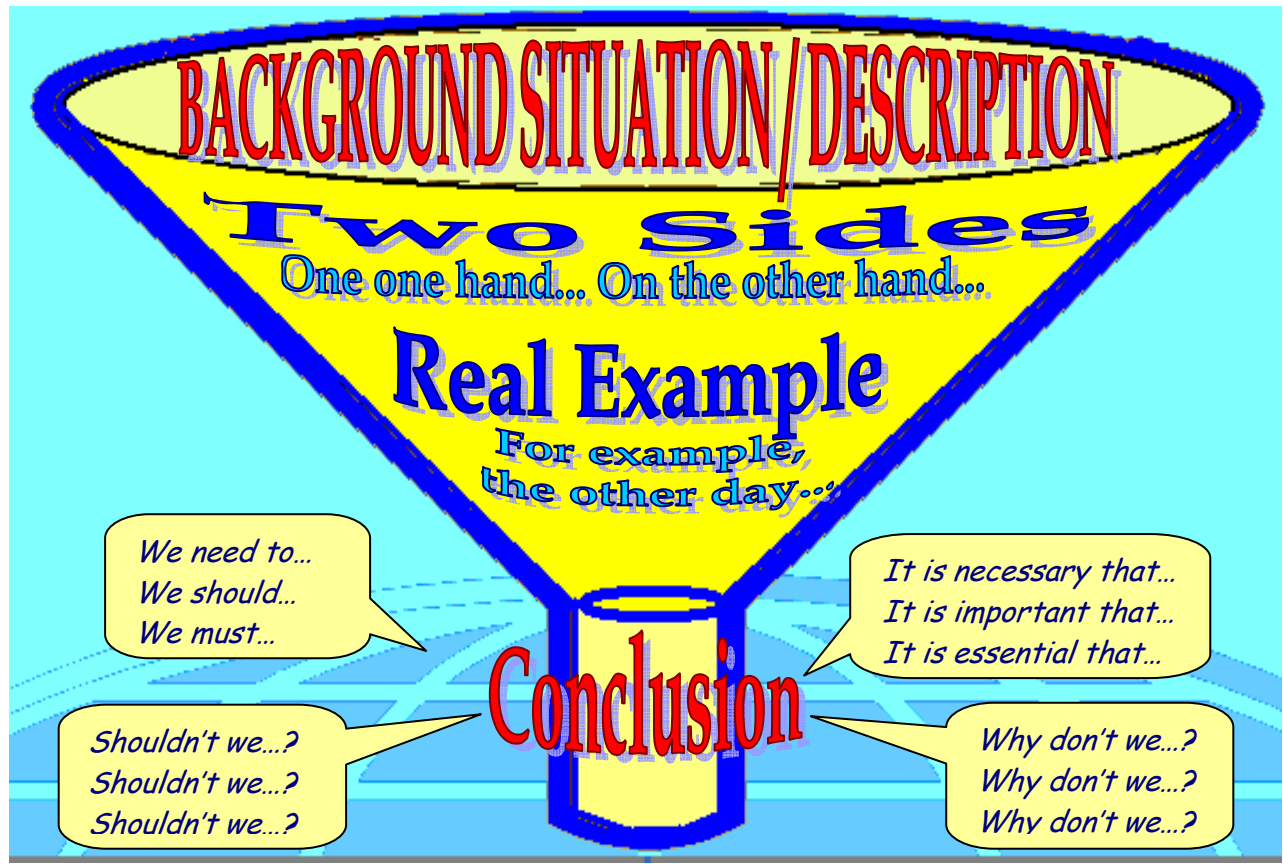




ON THE SPOT - TWO SIDES



1. Introduction: Background Situation / Description (Gain Time)

- A) Whether you are caught between the devil and the deep blue sea, or between a rock and a hard place, ask questions: What makes you think that? / That's right, and how do you feel about it?
- B) Rephrase their opinion: I can see why... / I understand the point you're making... because...
- C) Significance. Definition. Background description of the situation
- D) Transition into your first main point

2. Two Sides

- A) Establishing Contrast. On one hand... On the other hand...
By giving the two sides of the story we cause judgements not based on "I think" statements
- B) Storytelling approach. For instance, the other day...
"Bring home the point" by illustrating the side you are most in favour of

3. Conclusion: So... / Summarizing... / In a nutshell...

- A) So, not only do I feel that..., but also.../ What would we do without...?
- B) Solution. Action Plan

OBJECTIVE

SUBJECTIVE