

<p align="center"><b><u>PROTOCOLS FOR</u></b>  <b><u>IMPROVED ADVOCACY:</u></b>  <b>(PERSON SEEKING PROFESSIONAL GROWTH)</b></p>	<p align="center"><b><u>PROTOCOLS FOR</u></b>  <b><u>IMPROVED INQUIRY:</u></b>  <b>(PERSON LISTENING AND ASKING QUESTIONS)</b></p>
<p>State your assumptions and describe the evidence that led to them. (<i>"Here's what I think and here's how I got there."</i>)</p> <p>Make your reasoning explicit. (<i>"I came to this conclusion because..."</i>)</p> <p>Reveal where you are least clear in your thinking. (<i>"Here's one aspect that you might help me think through..."</i>)</p>	<p>Gently talk people through their assumptions. (<i>"What evidence do you have for that statement? Or... "What leads you to say that?"</i>)</p> <p>Find out as much as you can about why they are saying what they're saying  <i>("Can you help me understand your thinking here?")</i></p>
<p><b><u>ADVOCATING FOR MY LEARNING:</u></b></p>	<p><b><u>QUESTIONS I COULD ASK:</u></b></p>