

## PROTOCOLS FOR IMPROVED ADVOCACY

- ▶ State your assumptions and describe the evidence that led to them
- ▶ Make your reasoning explicit
- ▶ Reveal where you are least clear in your thinking.
- ▶ *"Here's what I think and here's how I got there."*
- ▶ *"I came to this conclusion because..."*
- ▶ *"Here's one aspect that you might help me think through..."*

WHAT TO DO

WHAT TO SAY

## PROTOCOLS FOR IMPROVED INQUIRY

- ▶ Gently talk people through their assumptions and find out what evidence they are operating from
- ▶ Draw out their reasoning Find out as much as you can about why they are saying what they're saying
- ▶ *"What evidence do you have for that statement? Or..."*
- ▶ *"What leads you to say that?"*
- ▶ *"Can you help me understand your thinking here?"* Rather than *"What do you mean?"* or *"What's your proof?"*

WHAT TO DO

WHAT TO SAY