



STATE My Path

How to Speak Persuasively, Not Abrasively

WHAT
skills

Share your facts

Start with the least controversial, most persuasive elements from what you've seen or heard.

Tell your story

Explain what you're beginning to conclude and why you're concerned.

Ask for understanding

- Help me understand
- How do you see it?
- What's your view?
- What are your facts and your stories?

HOW
skills

Talk tentatively

State your story as a story – don't disguise it as a fact.

Encourage testing

Make it safe for others to express differing or even opposing views.