

Exercise 2 – What Would You Do?

Assume you are in a conversation with... and you hear this.

This cure is worse than the disease. Don't these people realize that they are letting a microscopic enemy bring down our entire country? I bet more people are going to die from suicide after they lose their jobs or businesses or get kicked out of their homes than will die of coronavirus. It's criminal.

I mean, why are we doing this? The flu is going to kill 60,000 people this year and we didn't shut down the country for that. We should just let this run its course like we do with every other disease.

And let's not forget: the people who will be hit the worst are the Baby Boomers. They've lived full lives. They should let the younger generations have a chance, too, and not throw us into another Great Depression just so they extend their lives by a couple of

Take 10 minutes to work through this worksheet, using that 'cure is worse than the disease' statement as the conversation you want to bring your CPL skills to.

Then we'll break up into pairs so you can read your Context, Trailer, and Ask to your partner and get their feedback as to whether they would want to hear more or not.

What Were They Saying?	Capture the key points here
Your Reactions and Concerns	Get your limbic system under control: get curious about your reactions and concerns
Their Worries, Concerns, Interests	Get your limbic system under control: get curious about what they are saying and why

The Context: YES...AND	<p>What's the YES? Something they have been saying that you can agree with or at least understand.</p> <p>What's the AND? Something about the tension you hope they will understand.</p>
The Trailer	<p>What can you say about WHY you see the issue as you do that they are likely to find interesting?</p>
The Ask	<p>How will you ask them to let you shift the conversation?</p>