HOW DID IT GO?

Afterwards, debrief with your partner. Find out how they felt about the conversation.

- Did you correctly identify the worker's top-priority issue?
- What else could you have asked about?
- What parts of the conversation really made the worker think?
- What parts did the worker enjoy?
- If the worker agreed to take the action, why did they decide to do it?
- If the worker did not, what could have made them reconsider?