

PRINT / SAVE / KEEP BESIDE YOUR SCREEN

# Your next answer, in four moves.

Name the question / Lead with the answer / Protect the nuance / Move forward

## WHEN THE MOMENT ARRIVES

### PUSHBACK

"My concern is [risk], not [objective]. I recommend [path] because [reason]."

### I DO NOT KNOW YET

"What we know is [fact]. What remains open is [issue]. I will [next step]."

### INTERRUPTION

"My position is [answer]. One distinction matters: [essential point]."

### OVER-EXPLAINING

"The recommendation is [action]. The key reason is [reason]."

### YES OR NO

"The answer today is [yes/no/not yet], subject to [condition]."

### MAKE IT YOURS

The opening sentence I want to practice:

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Want to go further? Explore [Command the Room](#) or [one-to-one coaching](#).