

## Talk Tactics

### Instigate

Present an idea or open up a new line of enquiry.



#### **Start by saying:**

- Firstly, I think...
- I think...
- I would like to start by saying...
- Let's talk about...

### Build

Develop, add to or elaborate on an idea.



#### **Start by saying:**

- I agree and (I) also...
- Yes, and...
- I want to add...

### Challenge

Disagree or present an alternative argument.



#### **Start by saying:**

- I disagree because...
- To politely challenge you, I think...