



Checklist 4: Persuading with Logic

This checklist will help you track your proficiency in logical persuasion and identify areas for growth:

Preparation for a Discussion:

- Collect and organize facts to bolster your argument;
- Create charts and tables that enhance your argument, ensuring they highlight your proposal effectively;
- Be fully informed about all relevant data and ready to utilize it dynamically during discussions.

During the Conversation:

- Identify and understand the causal relationships perceived by others;
- Recognize and articulate the OGB structure underlying a belief;
- Propose alternative explanations that could modify or replace an existing belief;
- Introduce counterexamples that challenge and weaken a belief;
- Construct a sequence of undeniable facts to build a compelling yes-set for a robust argument;
- Employ a strategy of zooming in: start by discussing broad facts about a larger issue and gradually narrow down to specifics relevant to the immediate situation.