

The Debate Maker: Checklist for PARTICIPATING in a Great Debate

| Practice | Behavior | Check Box |
|---|--|-----------|
| 1. Prepare to Debate | Understand the Question. Understand the question that needs to be answered and why it matters. | |
| | Study the Data. Take the time to study the data available to you so that your views are based in fact, not opinion. | |
| | Take a Position. Take a position on the question at hand, outline your reason for that position and find evidence to support it. | |
| 2. Debate with Rigor | State a Position. State your position clearly and succinctly, along with your reasoning and evidence. | |
| | Advocate and Inquire. Keep the balance between advocating your position and inquiring after other people's positions. | |
| | Switch Positions and Perspectives. Switch your position and argue against your original perspective. | |
| | Take a Different Role. Examine the question from a different functional role (CFO, Head of Marketing, Head of HR, Head of Sales). | |
| 3. Understand and Support the Decision | Support the Decision-Making Process. Participate in making the decision in the way the Debate Maker outlined. | |
| | Understand the Decision. Understand the decision and why it has been made. | |
| | Support the Decision. Fully support the decision, even if it wasn't the decision you originally wanted. | |