

Figure 2.7: Communicating the Rationale Rating Scale

Use the following rating scale to rate your proficiency in communicating the rationale in each of the skill areas.



- ___ I use data to stimulate commitment to a cause bigger than oneself.
- ___ I use data to create a starting point for improvement, not to scold.
- ___ I use data as a tool to stimulate personal commitment and efficacy.
- ___ I use context to persuade people to embrace an idea.
- ___ I expect resistance and am prepared to respond to it without malice.