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6WXGHQW /LIH &RXQVHOOLQJ 6XSSRU

7XWRULDOV WXWH JURXSV DUH D IHDWKRXJRI P
WKH IRUP WKH\ WDNH FDQ YDU\ IURPPRQDU BLVFLS
OLNH IROORZ XS OHFWXUHV RWKHUVLRQEQ E% XWH
WKH RQH V ZH UH WKLQNLQJ DERXW KISSRVDLGH WK
WR SDUWLFLSDWH GLVFXVV DQG H[SOHVV RSLQL
SHRSOH ILQG WKLV GLIILFXOW

:K\ FDQ W , VD\ VRPHWKLQJ"

7KHUH VHHPV WR EH WZR PDLQ FDXVHV RI GLIILF
LQIRUPDWLRQ RU NQRZOHGJH DERXW WKH VXEMH
PRUH VLJQLILFDQWDQGLVQRXJDUWZRHUWKLVNLQJ DER
H[SHFWHG RI \RX DQG KRZ SHRSOH PIRXWUHHDFW
WR OHDUQ WKH VNLOOV WR FRPPXQEDWH RUDOC
RSSRUWXQLWLHV WR GR VR

6R ILUVW WKH HDV\ VWXII

'R VRPH SUHSDUDWLRQ

)DFH LW LW V SUHWW\ KDUG WRYKDQYDNHDOO\ E
LQWHUHVWLQJ TXHVWLRQV LI \RX KDQJH DEVROXV
GLVFXVVHG 6R LI \RX YH GHFLGHG WFLSDW WKH W
PRUH HIIHFWLYHO\ GR VRPH SUHSDUDWLRQLF\$W
ZLOO EH DQG GR VRPH UHGGLQJ DQGWLRLQNLQJ
\$Q\ TXHVWLRQV" -RW WKHP GRZQ

7KLQN UHDOLVRSFIDUOKWQGLQW \RXUVHOI

ORVW WXWRULDOV LQYLWH SHRSOH WWDVQGLQJ DG
E\ GLVFXVVLRQJ ZLWK RWKHUV ,W.V QRWD DERXW J
VD\LQJ VRPHWKLQJ LV D FRQWULEXW\WRUHKBQ L
D GLIIHUHQW RSLQLRQ RU SRLQWV RXW VRPHWK

TXHVWLRQ FDQ EH D FRQWULEXWLRQ VSHDNH\VW
RU DGGLQJ D FRPPHQW LV RND\

<RX PD\ EH DSSUHKHQVLYH DERXW VSHDNH\ LQ
GRQ·W NQRZ 7KH\ PD\ VHHP WR KDYH PRUH H[SH
WKH\ DUH PRUH IDPLOLDU ZLWK WKBR\WRULDO

)LJXUH RXW KRZ WR JHW D FKDQFH WR VD\ VRPHV

7KLV ZLOO YDU\ IURP WXWH WR WXWHWKRI QVXVRE
FDOO RQ SHRSOH" 7KHQ EH SUHSDUMX WFRUWDRNH
DURXQG WR VHH ZKR ZDQWV WR WDONRXKHQ JHW
ZDQW WR VD\ VRPHWKLQJ <RX FDQ HXWVDE DLQK F
SHUKDSV PDNH D KDQG JHVWXUH 'RISVWRKWKHXW
JURXS" 7KHQ HVSHFLDOO\ LI WKHGH DURHGR IHZ
WKH WDONLQJ \RX PD\ KDYH WR ERUHFDCUVMR E
7KHUH DUH ORWV RI RSHQLQJ SKUDVHV \RX FDQ

I've got a question about that point...

I also noticed that...

I'd like to comment on that...

I'd like to go back to something he/she said...

I see what you mean, but...

I'm not sure I agree...

Can I add something here...

I agree, and I also think that...

There is another way to look at that...

,I \RX KDYH WR EUHDN LQ \RX FDQ VQ\ZLQVH P
\RXU RSHQLQJ SKUDVH 1RWLFH WKDW LRV FDOO
SDUW RI WKH H\FKDQJH RI LGHDV

'R D ELW RI SODQQLQJ KDYH D IHZ GGHVQRU TX
GHFLGH WR '2 ,7 6HW \RXUVHOI VRPH WUDURXWV
GRQ W KDYH WR VD\ VRPHWKLQJ VR SPURXQW WK
IRUHYHU MXVW VD\ VRPHWKLQJ ,W ZLOO JHW H

:KHQ DQ[LHW\ LV VHYHUH

)RU VRPH SHRSOH DQ[LHW\ DERXW VSEHIDWR QJ LQ
H[WUHPH WKDW LW SUHYHQWV WKHPQILYRHPUD WMMHC
,I WKLV LV WKH FDVH IRU \RX SOHYDLVH F EQW D D W C
LI \RX SUHIHU WR PDNH DQ DSSRLQWPHQW WR W
WKH SUREOHP DV LW FDQ VHULRXVO\ LPSDFW RG
DFDGHPLF SURJUHVV 3KRQH DSSRLQWPHQWV DU

)RU LQWHUQDWLRQDO VWXGHQWV

,I \RX KDYH WR H[SUHVV \RXUVHOI LQ DJWHLF RQG
FDQ EH HYHQ KDUOMHGWLRQJ G W E X Y R L R Q V V , Q \$ X V
FRPPRQ IRU SHRSOH WR H[SUHVV RSLQLRQV DQG
HDFK RWKHU 7KLV DSSURDFK FDQ EH HVSHFLDO
LQWHUQDWLRQDO VWXGHQWV ZKR DQHQXQI, DRB L
ZRXOG OLNH WR SDUWLFLSDWH PRUH H X W D N U H D K H
WLPH WR VSHDN ZLWK \RXU WXWRU D G M L R W K H
RU D FRXQVHOORU

&RXQVHOOLQJ 6XSSRUW LV DYDLODEDOH WR DVVLV
GLIILFXOWLHV WKDW DUH DIIHFWLQJ WKHLU VWXC

7KH VHUYLFH SURYLGHV
,QGLYLGXDO &RXQVHOOLQJ E\ DSSRLQWPHQW
7HOHSKRQH &RXQVHOOLQJ E\ DSSRLQWPHQW
0HQWDO KHDOWK HPHUJHQF\ UHVSQRVH

&RXQVHOOLQJ 6XSSRUW
*URXQG)ORRU +RUDFH /DPE %XLOGLQJ
7KH 8QLYHUVLW\ RI \$GHODLGH
3K
\$IWHU KRXUV VXSSRUWRU VPV

7KLV SDPSKOHW ZDV ZULWWHQ E\)OLQVHOOLQJ
6HUYLFHV DQG KDV EHHQ UHSULQWHG SDUW R
EHWZHHQ WKH FRXQVHOOLQJ VHUYLFHV)OLQ
ORGLILHG E\ 6WXGHQW /LIH &RXQVHOOLQJ 6XSSR

5HYLHZHG)HE