

# Practical Application

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## ○ Think of a few previous projects you worked on:

- What were some of the challenges or obstacles in getting buy-in from key stakeholders?
  - What were some of the arguments they used to challenge your position?
  - How would you “weigh” their arguments on the Scale of Evidence?
  - How would you “weigh” your own arguments in comparison? Did you present them fairly?
  - How could their arguments have been peacefully challenged to persuade them to change?