

Articulate

Ways of de-emphasising this voice:

- 1. Make your explanations shorter.
- 2. Set out the headline of what you have to say and then inquire whether, and if so in what way, your listener(s) would like you to expand on that.
- 3. If people do not respond to what you have said, don't simply add more words or explanation; shift instead to the Inquiry voice and ask *'What are you thinking?'*
- 4. Don't repeat yourself. Don't...
- 5. Invite someone else to summarise.