

TASK

During Training #5, you'll dive into persuasive facilitation and learn how these skills can help you effectively convey the message of QPI. In our first discussion group, you began developing a QPI Elevator Speech—a brief, impactful explanation of the QPI. This Training Companion will help you expand on that foundation as you prepare for your final discussion group on **November 6th**. Be ready to revisit your Elevator Speech as a longer, more persuasive conversation—something you'd share at a "water cooler" setting.

During the training, you can take notes on the following topics to help you craft your **QPI Water Cooler Speech**:

1. Persuasive Message Components:

2. Persuasion Strategies and Techniques:

3. General Facilitation Skills: