

PE 08

PRACTITIONER EXPERIENCE

Experience an Embedded Practice in real work.



Collaboration &
Teamwork



PRACTICE: The Contribution Cue

Come with one question and one build, and let that be your contribution.

THE HOOK

Preparing to contribute isn't the same as preparing to present. One question and one build. That's what presence looks like.

DEFAULT

BEHAVIOR SPECTRUM

EMBEDDED

01

SIGNAL

When does this matter?

Any collaborative session where the output is shaped by group contribution — brainstorming, design reviews, retrospectives, cross-functional work.

You're heading into a design review where three teams will shape the direction together.

02

REDIRECT

What do I do?

Before the session, write down one genuine question and one thing to build on. Say the question early, then build on a point when it connects.

You ask your prepared question early, then later add: "Building on that — what if we tested it with the smaller segment first?"

03

SHIFT

How will I know it's working?

You'll know it's clicking when people start saving a seat for your perspective before the room even fills up.

A colleague messages before the next session: "Save your question for the top — it always gets us somewhere."

04

EMBEDDED

How do I know it worked?

Colleagues describe your presence as valuable, not just reliable. You're invited into sessions earlier, and people bring you ideas first.

A teammate shares a half-formed idea with you the day before the session — she wants your build on it first.



REPEAT UNTIL EMBEDDED

BEFORE (Old Pattern)

- You attend and stay quiet unless asked.
- The room moves forward without your thinking in it.

AFTER (Embedded)

- You bring one question and one build, prepared.
- Your contribution shapes where the group lands.

THE GOAL

Show up prepared to contribute, not just to attend.