

PE 02

PRACTITIONER EXPERIENCE

Experience an Embedded Practice in real work.



Communication &
Clarity



PRACTICE: The 60-Second Floor

Run a ten-second filter before you speak. Lead with the point, prove it once, name the ask.

THE HOOK

Ten seconds of silent prep before you speak. That's the whole practice. What it does to how the room receives you is anything but small.

DEFAULT

BEHAVIOR SPECTRUM

EMBEDDED

01

SIGNAL

When does this matter?

The moment you're about to give an update, recommendation, or response in a meeting — right as the floor turns to you.

The lead just said, 'Can you give us a status on that?' and every eye in the room turns to you.

02

REDIRECT

What do I do?

Run the filter silently: what's needed, what proves it, what's the ask? Lead with the first, prove it in one line, end with the ask, then stop.

You land on: 'On track for Friday. Vendor confirmed shipping. Need sign-off on the invoice today.' Then you stop.

03

SHIFT

How will I know it's working?

The filter starts running before you've consciously decided to run it — the pause happens automatically, not as a reminder you have to give yourself.

You catch yourself already landing on the ask before you've finished being handed the floor.

04

EMBEDDED

How do I know it worked?

Your contributions move meetings forward, not longer. People respond directly to what you said — you get called clear and confident.

Someone says, 'Can you weigh in like you just did?' — pointing at you as the example of clear.



REPEAT UNTIL EMBEDDED

BEFORE (Old Pattern)

- You launch into the full story first. The room waits, unsure what you're building to.
- Updates run long and get interrupted. People ask 'so what do you need from us?' after you finish.

AFTER (Embedded)

- **10-second pause: what, proof, ask. The filter runs before you speak, every time.**
- The room gets the point before it gets the story.

THE GOAL

To make the pause automatic — so the room gets the point before it gets the story.