

PE 24

PRACTITIONER EXPERIENCE

Experience an Embedded Practice in real work.



Communication & Clarity



PRACTICE: The Named Concern

Name your reservation directly, in one clean sentence, before the room moves on.

THE HOOK

A concern voiced so gently it doesn't register isn't a concern — it's a whisper in a loud room. This practice makes it land.

DEFAULT

BEHAVIOR SPECTRUM

EMBEDDED

01

SIGNAL

When does this matter?

In any meeting when a direction is proposed or a decision is moving forward that you have genuine reservations about.

The team is about to commit to a launch date you think is too aggressive.

02

REDIRECT

What do I do?

Say: "I want to flag a concern before we move on." Then state it specifically — not how you feel, what worries you.

You say: "I want to flag a concern — I don't think QA has enough time before this date."

03

SHIFT

How will I know it's working?

You'll know it's working when you stop leaving meetings with something unsaid.

You walk out having said the thing, whether or not the room acted on it.

04

EMBEDDED

How do I know it worked?

Your reservations get treated as data, not noise. People pause when you speak up because it's worth hearing.

A stakeholder says, "When she flags something, we listen." Your concern gets factored in.



REPEAT UNTIL EMBEDDED

BEFORE (Old Pattern)

- You soften the concern until it barely registers.
- It gets lost in the discussion.

AFTER (Embedded)

- You name the concern in one clean sentence.
- It gets heard and factored in.

THE GOAL

Say the concern clearly enough that it can't be missed.