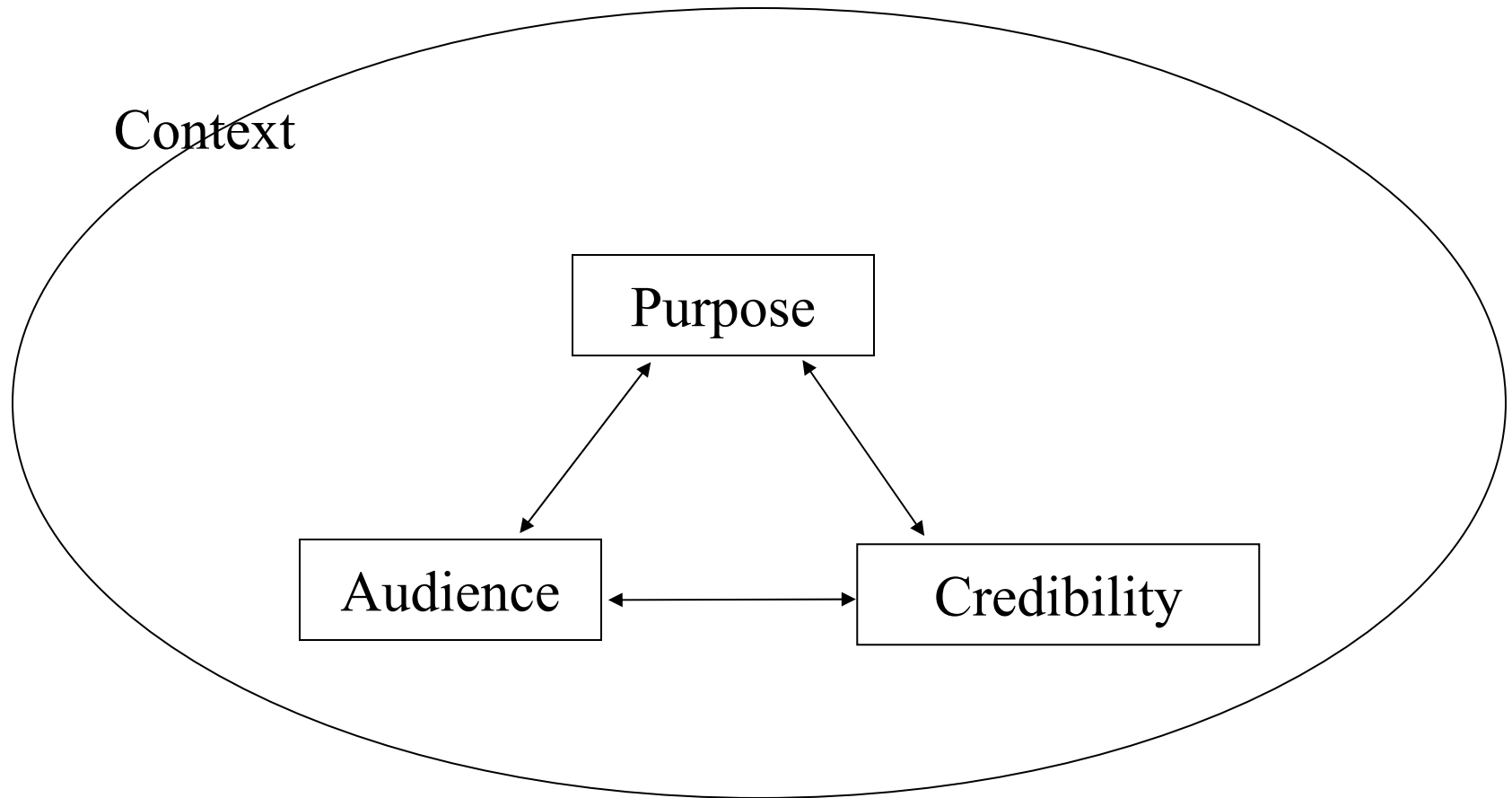
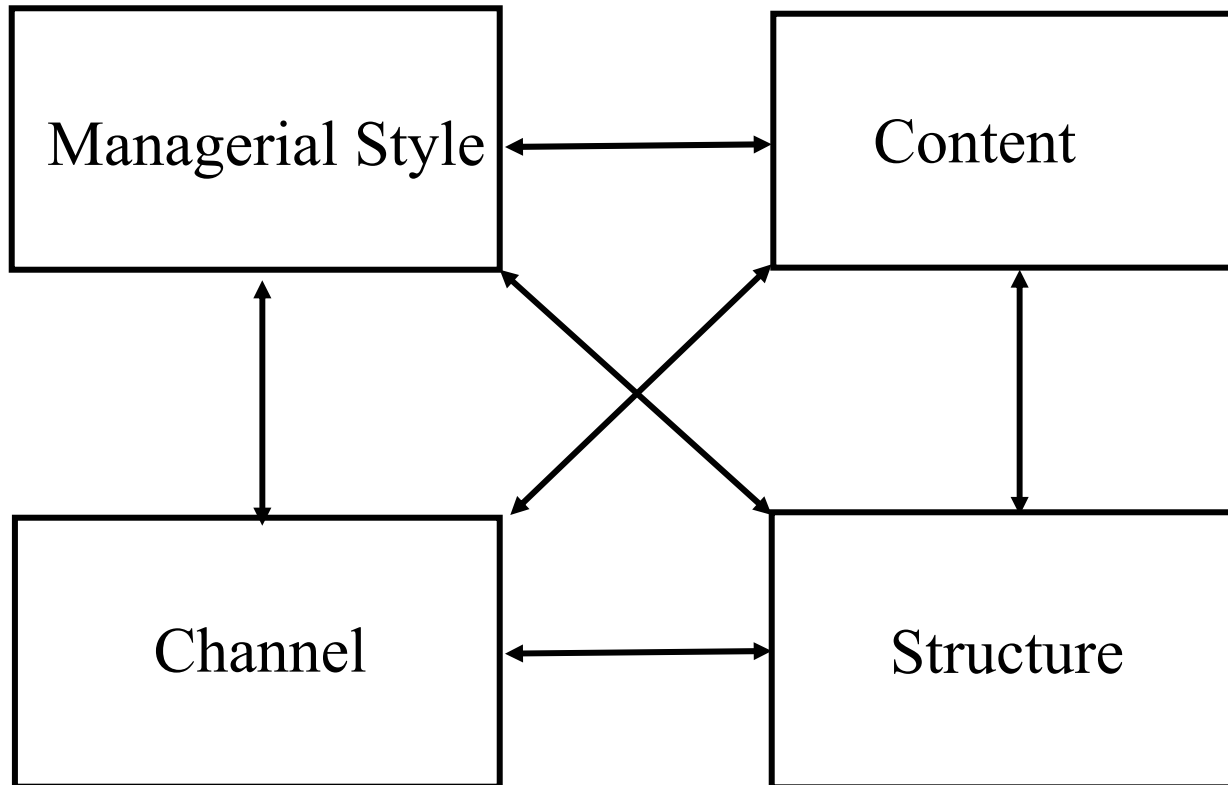


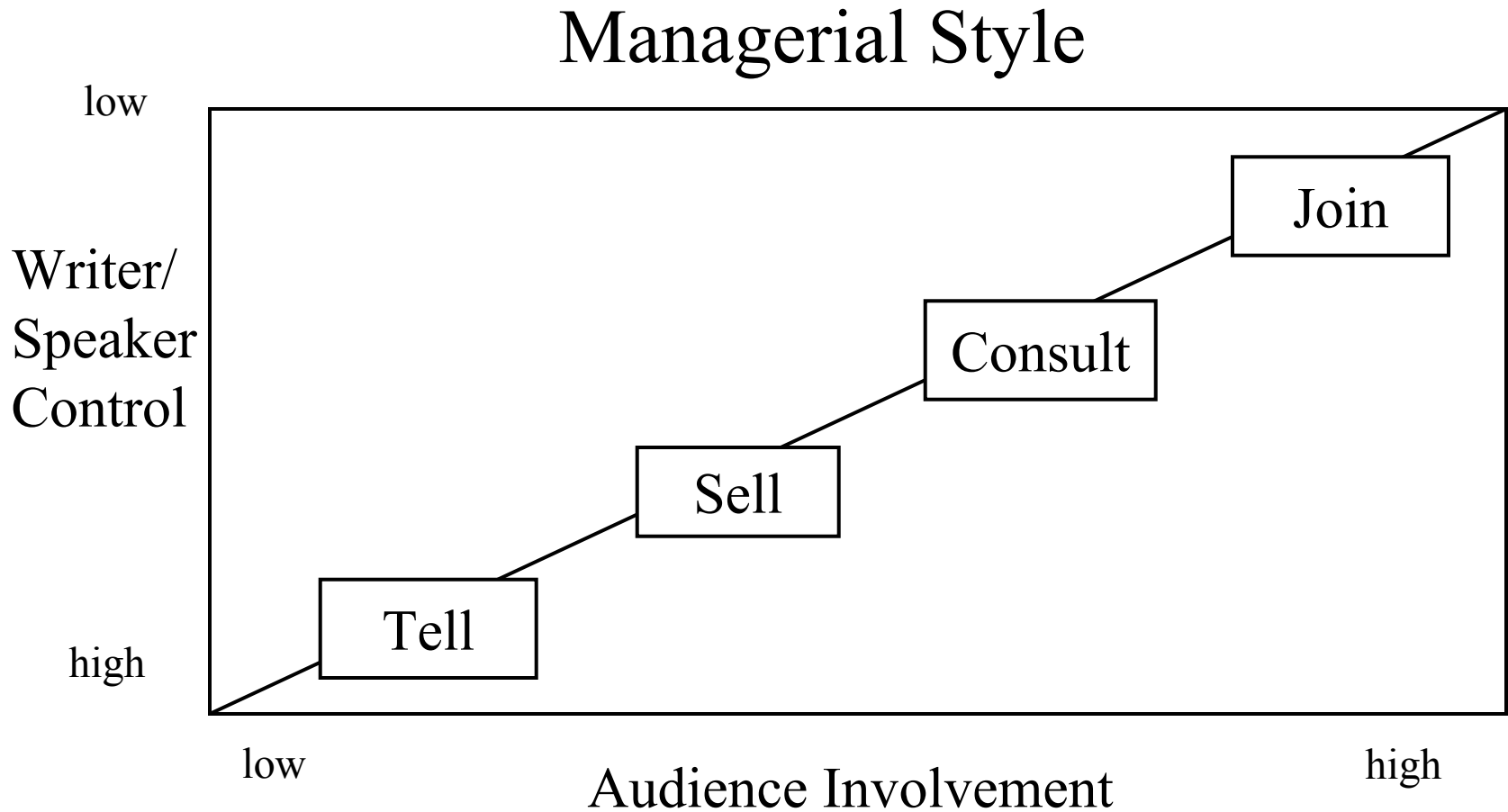
Analyzing the Situation



Deciding on a Strategy



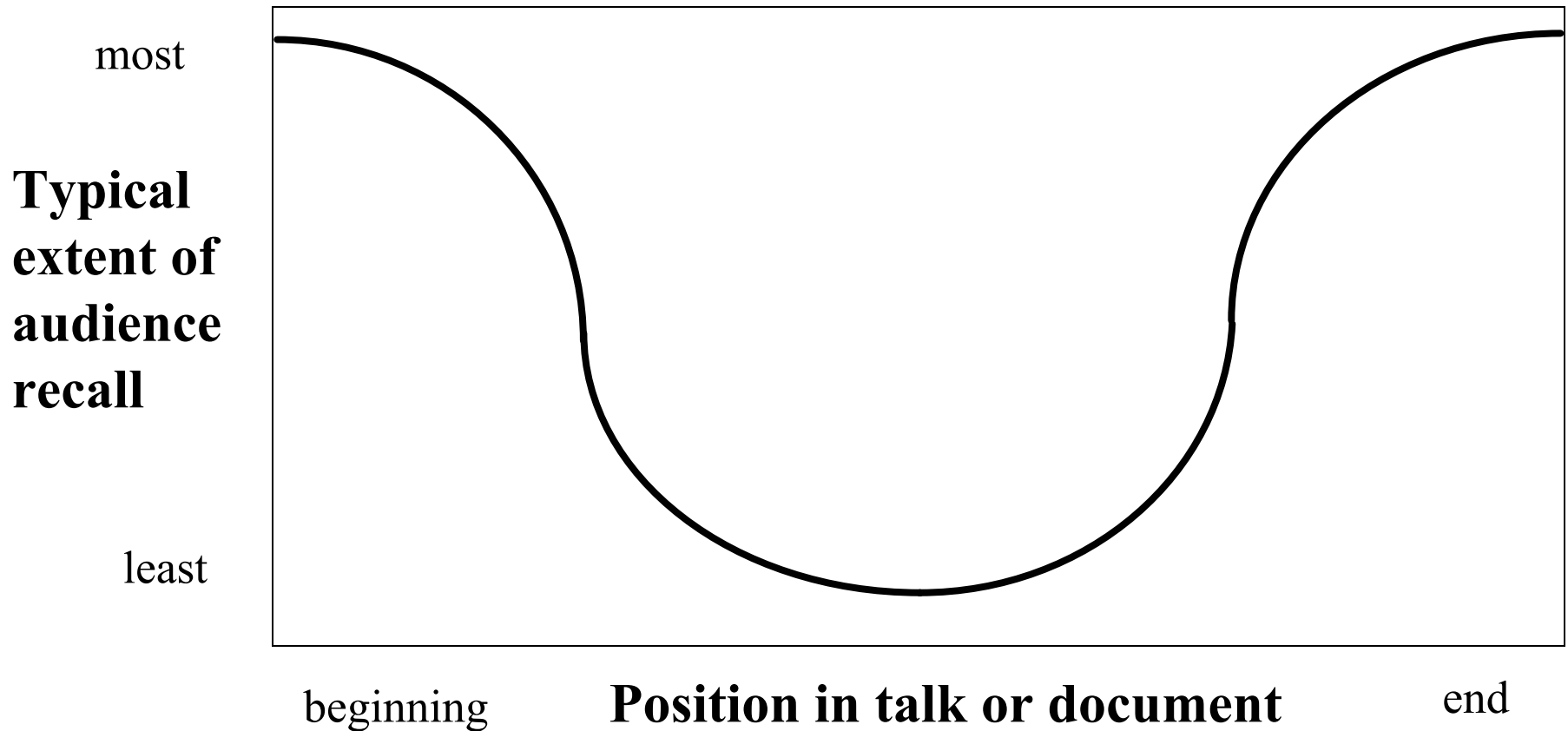
Deciding on Your Managerial Style



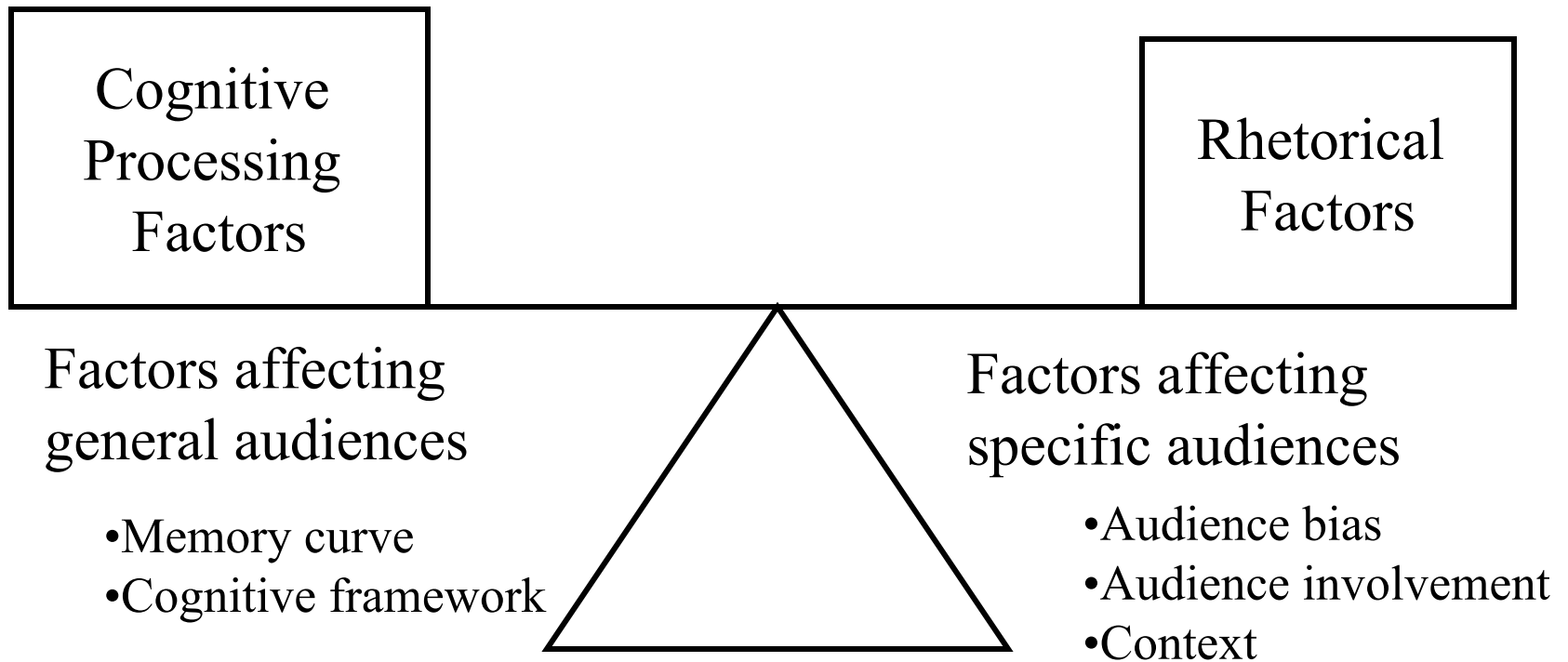
Approaches to Structure

	Direct	Indirect
Informative	Main points followed by subsidiary points	Subsidiary points preceding main point
Persuasive	Recommendation backed by arguments	Arguments leading to recommendation

Deciding on an Structure: Cognitive Processing Constraints



Deciding on a Structure: Balancing Cognitive and Rhetorical Factors



Deciding on Structure: Rhetorical Concerns

