

Delegate Manual Example Page

Practice

Because the PMI seems so very simple its effective-ness should not be underestimated. It has been used to turn a fiercely emotional meeting from prejudice towards consideration of the subject. Once perception is directed in a certain direction it cannot help but see, and once seen something cannot be unseen.

The key is practice. Practise doing the PMI yourself and practise demanding it of others. It can become a simple shorthand instruction. The strangeness of the lettering is important in order to give focus. Mere exhortation to someone to look at the good points and bad points is much too weak to be effective.

We've just looked at an example of school boys using the PMI to gain more clarity in their thinking processes, now let's try to use it for ourselves.

I'd like you to consider one of the following situations / arguments:

Taxes should be reduced to 10% for all.

We should bring back hanging.

Manufacturers should be sued for products that do not 'last a lifetime'.

Everyone should speak English.

Home ownership should be abolished.

Examine your chosen topic with your group, and take just 3 minutes to come up with as many PMI points as possible. Use the columns overleaf.