

STAGE 1: PERSONAL QUESTIONS

STAGE 2: SUMMARIZE AND RECOMMEND

*** Rephrase the points**

*** Expand them into full sentences**

*** Link them together and Comment on how well they serve the purpose.**

- Well, my first option is...
- Moreover...
- In addition...
- Another advantage is...
- However, there is a problem...
- On the downside...

*** Recommend one option of the two**

- After hearing about both candidates/ options, I think I would choose... because...
- I think that... is preferable because...

STAGE 3: CONSENSUS REACHING CANDIDATE A CANDIDATE B

*** Don't rephrase the points again!!**

*** Discuss with your partner the pros and the cons of each option**

*** Exchange opinions**

- What makes you think that... is a good option?
- I see your point but my option / candidate offers...
- Another point we should take into consideration is...
- Yes, that's definitely an advantage.
- You're right. I hadn't thought about it.

*** Reach a consensus**

- Considering all the above it's clear that... is the best option
- So we both agree that.... is the best.

STAGE 4: PRESENT YOUR FINAL DECISION AND CONVINC THE EXAMINER

*** Choose two (2) points each**

*** Present enthusiastically the reasons why you chose this option.**

- Having thoroughly discussed all the options we believe that the best one is... for several reasons: First of all, Another deciding factor for us was...
- And now my partner has more to add
- A further reason is...
- Last but not least, I would like to say...

STAGE 5 : JUSTIFY AND DEFEND YOUR CHOICE

- Objection 1: We don't think that poses a problem because...
- Objection 2: Well, we discussed that problem and we think that...
- Objection 3: We feel that this is something that can be overlooked because...