

Talking Roles

Instigator



The person who starts the discussion

Will say:

- "I would like to start by saying..."
- "I think the first thing we should consider is..."
- "To begin with let's talk about..."
- "One of the main themes..."

Builder



Develops, add to or runs with an idea

Will say:

- "I agree and I'd like to add..."
- "Linking to your point..."
- "Building on that idea..."
- "Adding to what X said..."
- "X mentioned that..."
- "In addition to your point..."

Challenger



Disagree with or presents an alternative argument

Will say:

- "That's true, but have you considered..."
- "You mentioned X but what about..."
- "I hear what you're saying, but..."
- "I see it differently because..."
- "I agree but we also have to consider..."
- "What would happen if...?"
- "I respectfully disagree because..."

Clarifier



Makes things clearer and simplifies ideas by asking questions

Will say:

"What do you mean when you say...?"

"What do we already know about this?"

"Could you tell me more about...?"

"Does that mean that...?"

"Could you illustrate what you mean?"

"Could you elaborate further?"

"Could you give me an example?"

"Could you give me more details?"

"How could we find out if that is true?"

"I wonder...?"

"I'm curious to know more about..."

"So are you saying...?"

"What I am hearing you say is...is that correct?"

"In other words..."

"At first I thought...but now I think..."

Prober



Digs deeper into the argument, asks for evidence or justification of ideas

Will say:

"What evidence do you have to support that?"

"We still want to know..."

"How does that support your argument?"

"How did you come to that conclusion?"

"Why do you think...?"

"What do you think would happen if...?"

"How did you decide...?"

"How do you know this?"

Summariser



Presents reflections on the discussion. May offer a conclusion or balanced assessment of the main points

Will say:

"Overall, the main points covered were..."

"In summary..."

"From today's discussion, it's clear that..."

"It is/was agreed that..."

"In the beginning... but then... At the end..."

"To sum it all up..."

"This is mainly about..."

"As a result of (this discussion) we have decided..."

"As you can see..."

"In our discussions, we were thinking that..."

"Between us, we thought..."

