

# perfect your pitch through ritual dissent



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**WREATH** 20  
Helder op het raakvlak van Business en IT! 24



# ritual dissent

enhance proposals, ideas, stories, ...

forced listening, no dialogue or discussion

de-personalises feedback





**attack (dissent)  
provide alternatives (assent)**

photo by [Chris Barbalis](#) on [Stock Snap](#)

# let's go !

- 10 minutes** — **assign spokesperson & discuss ideas**
- 2 minutes — finalise pitch
- 1 minute — spokesperson moves to the next table
- 2 minutes — spokesperson pitches the ideas  
other group *listens in silence*
- 5 minutes — other group discusses ideas  
spokesperson *listens* and takes notes
- 1 minute — spokesperson moves back to his/her group

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# iterate • round 2

- 6 minutes** — **discuss ideas = integrate feedback & refine**
- 1 minute — finalise pitch
- 1 minute — spokesperson moves to the next table
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# iterate • round 3

- 3 minutes** — **discuss ideas = integrate feedback & refine**
- 1 minute — finalise pitch
- 1 minute — spokesperson moves to the next table
- 2 minutes — spokesperson pitches the ideas  
other group *listens in silence*
- 5 minutes — other group discusses ideas  
spokesperson *listens* and takes notes
- 1 minute — spokesperson moves back to his/her group







# share results

photo by [Chris Barbalis](#) on [Stock Snap](#)



# how did it go ?

as a spokesperson  
as a participant

photo by [Chris Barbalis](#) on [Stock Snap](#)

**When you talk, you are only repeating what you already know.**

**But if you **listen**, you may learn something new.**

— Dalai Lama



# more info

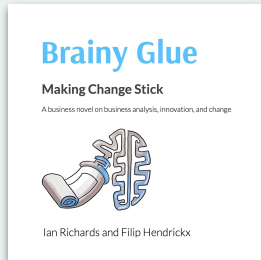
[cynefin.io/wiki/Ritual dissent](https://cynefin.io/wiki/Ritual_dissent)

[liberatingstructures.com](https://liberatingstructures.com)



# about me

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**alter**  
**shape.**