

---

**Training Instrument 12-6**

**Presentation Skills**

USING THE SET FORMULA

<i>Use this column to make notes and brainstorm on the steps of SET.</i>	<i>Use this column for the final wording of your SET answer.</i>
What is the basic answer to the question?	Short Answer
What are three points that support the basic answer?	Evidence
Summarize how the evidence supported your answer and transition the conversation back to the other person.	Transition

---