

# Role-Play:

## What Makes Us Sound Persuasive in a Business Setting?

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### Setting

A conference room where Employee A and Employee B are meeting to discuss the possible adoption of a new software tool for their department.

### Role Descriptions:

**Employee A:** Is convinced that adopting a new software tool will significantly benefit the team's productivity and overall efficiency.

**Employee B:** Is skeptical about the new software tool and concerned about the cost and the team's ability to adapt to the new system.

### Script:

Employee A: Thanks for taking the time to meet with me today. I want to bring up the idea of adopting a new software tool for our team.

Employee B: I've heard about this proposal, but I'm a bit skeptical. What exactly is so special about this tool?

Employee A: I appreciate your concerns. The tool offers automated reporting and project management features that would greatly enhance our workflow. I've seen similar systems boost productivity by up to 30%.

Employee B: Those figures sound impressive, but have you taken into account the costs and training time?

Employee A: That's a valid point. However, the initial investment would be offset by the long-term gains. The company providing the tool also offers a comprehensive training package, so we can quickly get up to speed.

Employee B: I'm not sure if we should zero in on this option yet. There might be other tools out there that could be more cost-effective.

Employee A: I've done some extensive research and weighed the pros and cons. This tool stands out in terms of customer reviews, support, and features. It really suits our needs.

Employee B: You've certainly done your homework. However, we can't overlook the possibility of implementation challenges.

Employee A: I acknowledge that there might be some bumps in the road, but that's where planning comes in. We could have a phased rollout to work out any issues gradually.

Employee B: It sounds like you've thought this through. You've backed up your points well, and you're beginning to persuade me.

Employee A: That's great to hear! I genuinely believe this tool could be a game-changer for us.

Employee B: Let's bring this proposal to the team and see what they think. You've made a compelling case.