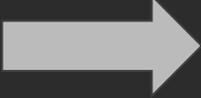


right & proper way

mind tricks  your supervisor

right & proper way

mind tricks →



exercise



theory of change

the answer is in the room

help my sister-in-law

10 → 30 😊😊😊 ; \$ & staff=same



(supervisor = spacecraft)

elevator pitch



→ justify IRL discussion

clear & concise

<http://five.sentenc.es>

“I would like to...”

~~“We should...”~~

mission & values

♡ = privacy... accessibility...

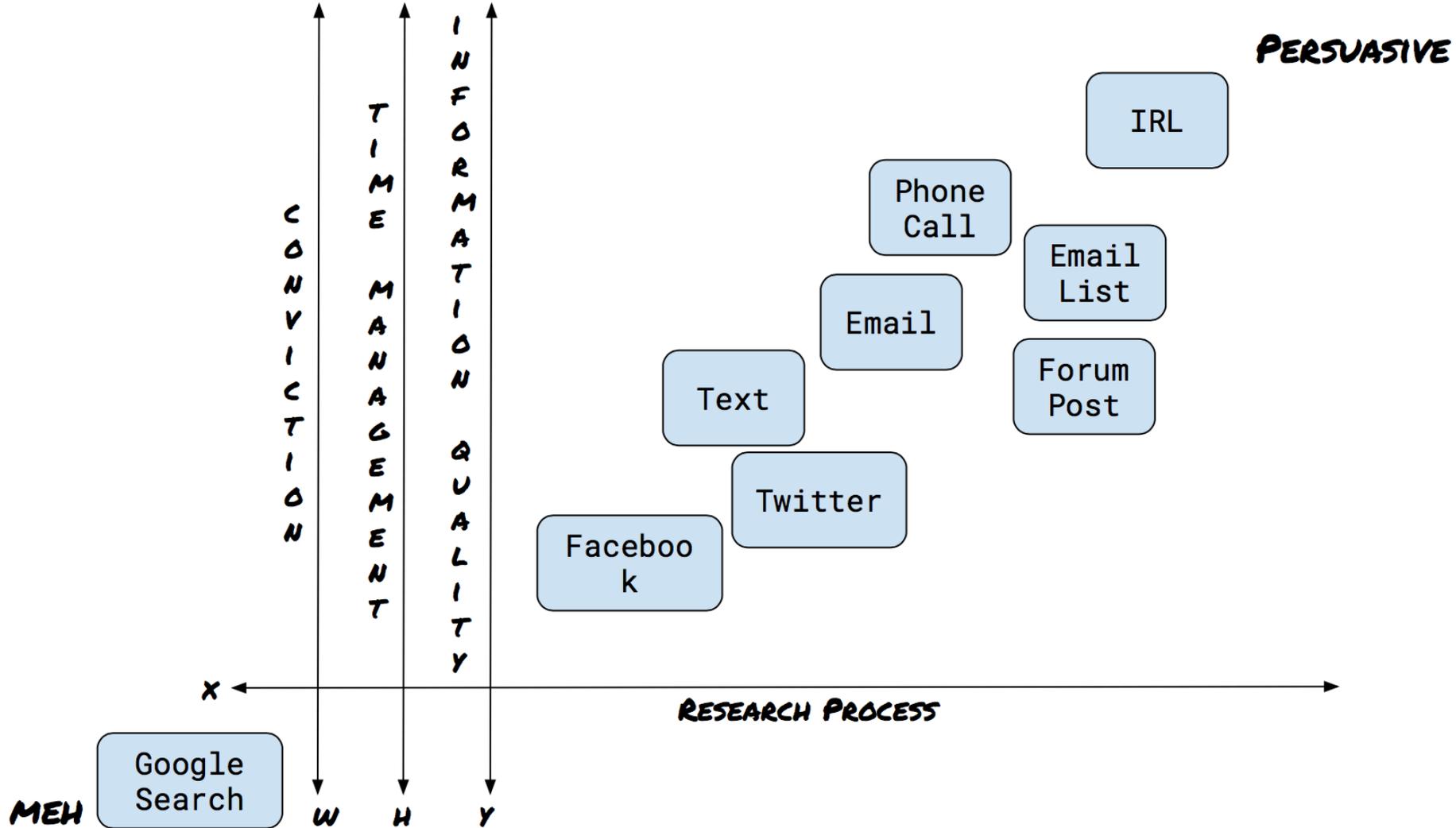
risks & alternatives

your audience's audience is...?



“Goldilocks” research

Denslow’s Three Bears (1903, Public Domain)



I would like to promote access, diversity, privacy, and intellectual freedom by leading an effort to go fine-free, starting with all cardholders 17 and under. I recommend a model used in CA, ID, IL, MA, OH, UT and at the Free Library: non-renewed items held longer than 2X the term of their loan (e.g. an extra 3 wks for books) would freeze the cardholder's account and trigger our existing billing process.

Going fine-free for kids may reduce fee-based revenue by up to 15% (~.04% -- *not* 4%! -- of our total budget) . We'll offset any issues this creates by improving how youth interact with us (plus, fewer notices = better privacy), and, as colleagues at the Algonquin (IL) Public Library have told me, staff clock out earlier on average because they handle money less frequently and work more efficiently. Can we talk about this next week?

right & proper way

mind tricks → yourself

confidence

(believe the clichés)

tinyhabits.com/join/

5 days (~2 hrs); scientific; free

cognitive biases

persuasion & influence

etiquette

& your relationship w/privilege

right & proper way

mind tricks → your supervisor

R-E-S-P-E-C-T

find out...

language

theirs, not yours

evidence? rhetoric?

theirs, not yours

agenda

proof of preparation

icebreaker

chit chat (just a little)

roleplay

friend / colleague / recording

confidence

(believe the anecdotal)

right & proper way

mind tricks →

