

By repeating the negative, you are simply bringing it to the attention of people who may not have read the story in the first place. So be positive.

Bridging the Gap Between Questions and Answers

There are many ways of responding to a question without having to blurt out something you'd rather not say.

I'm not suggesting that you avoid the question. In fact the "technique" you should use most often is a *Clear Question/Direct Answer*. This shows that you've done your homework and you know your subject.

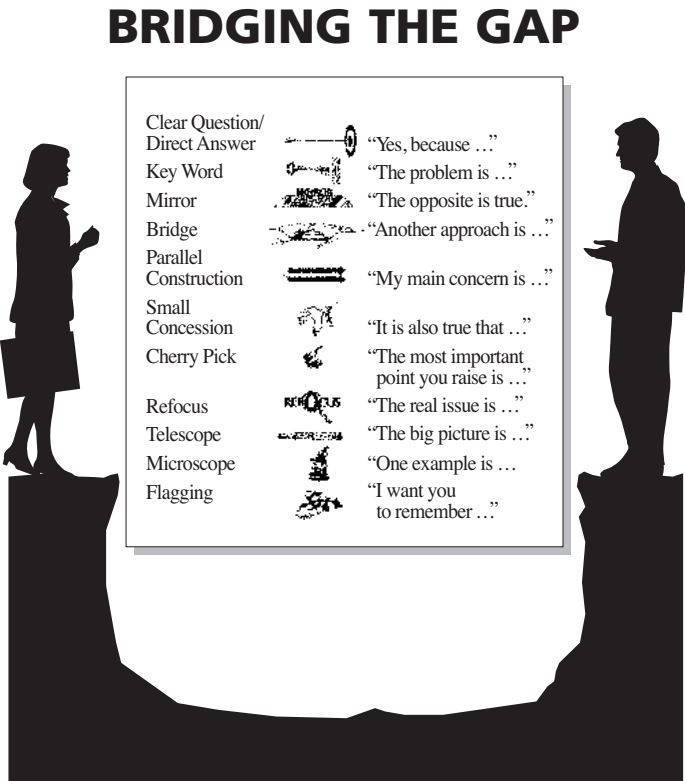


Figure 14: Bridging the Gap