

# In Search of Clarity



Groupings – Learn

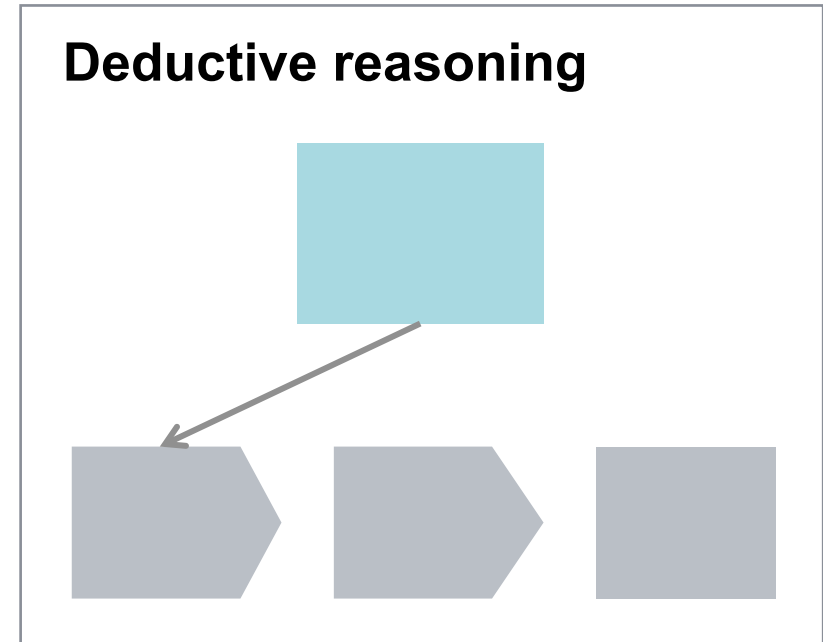
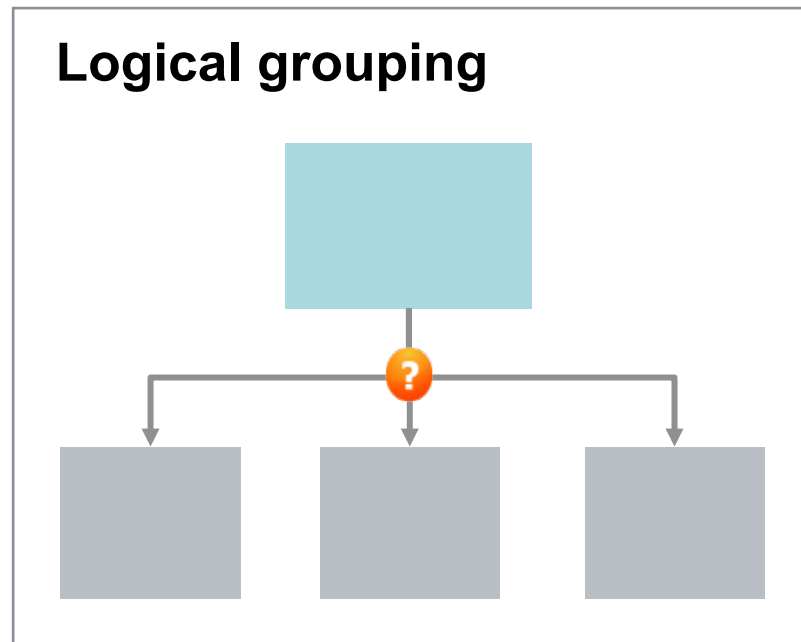
ClarityCollege

## Mapping logical groupings involves five key steps ...

1. Using structure to focus your thinking
2. Organising ideas around a structured conversation
3. Ordering supports by structure, time or degree
4. Applying the MECE / NONG test
5. Checking the strength of your argument re: form and fact

## Two sets of rules underpin logical storylines

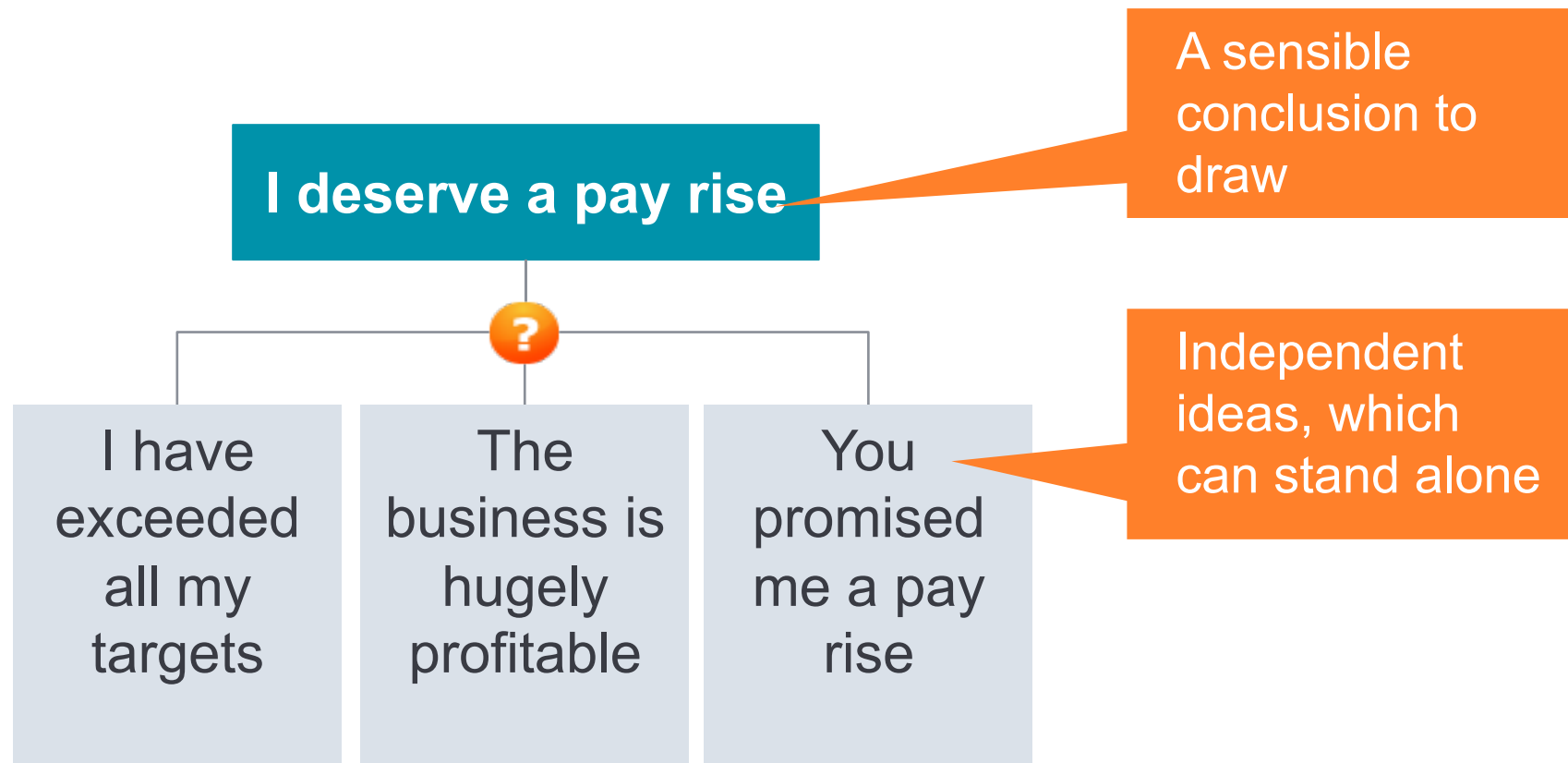
## Rules



- Guidelines:**
- Truth of the premises makes the conclusion probable
  - Ideas are of the same logical kind (e.g., reasons, causes, steps, etc.)
  - 2-5 items in each set
- Truth of the premises makes the conclusion certain
  - Follows classic logical progression
  - Statement about situation and comment combined lead to only one implication

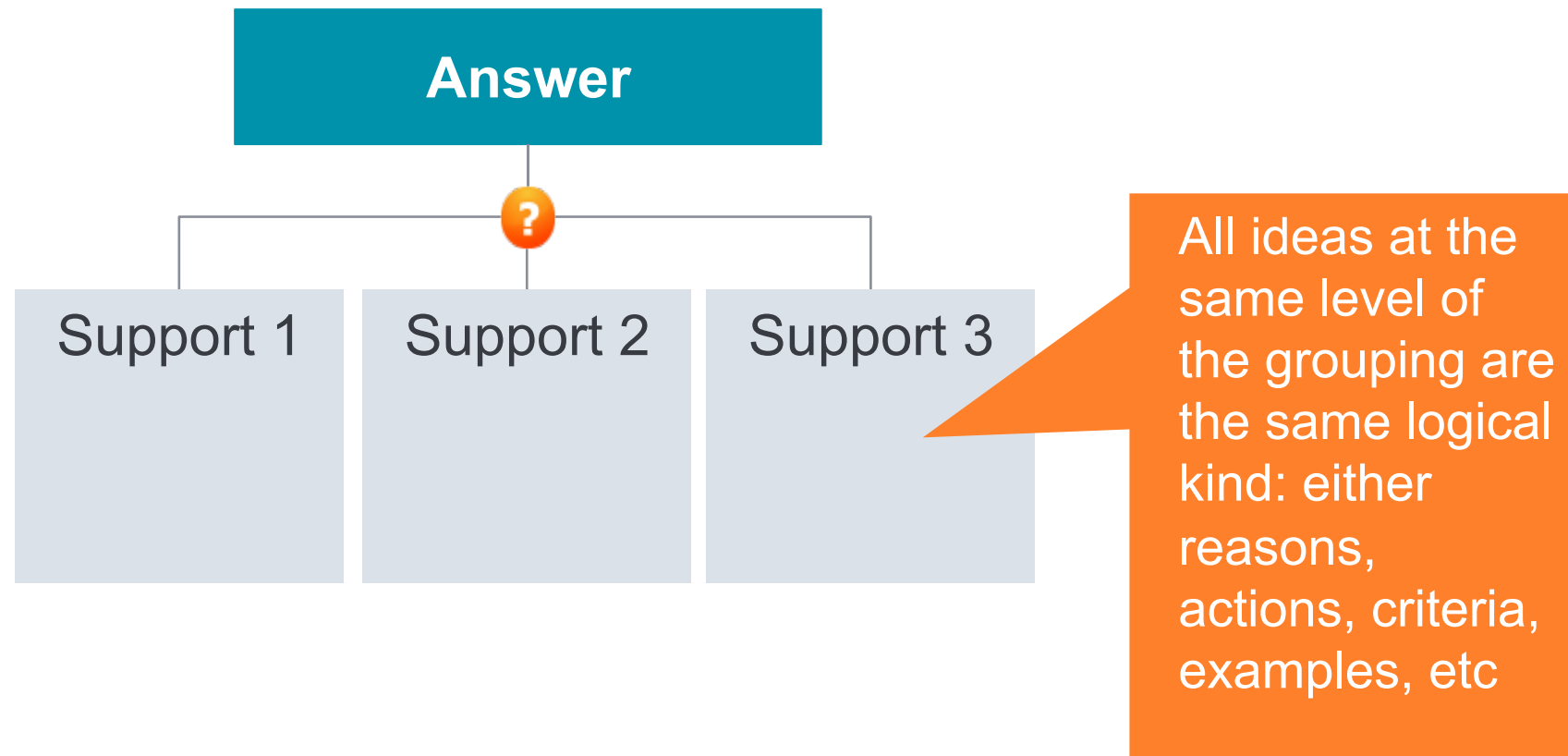
The truth of these points makes the conclusion probable

Rules



All supporting ideas must be of the same logical kind

Rules



Summary storylines organise

Synthesis

**There are three ways to get from Melbourne to Sydney**



You can go by car

You can go by plane

You can go by train

Synthesised storylines add insight and value

Synthesis

**The best way to go from  
Melbourne to Sydney is to fly**



Flying is faster  
than other transport  
options

Flying is not much  
more expensive  
than the others

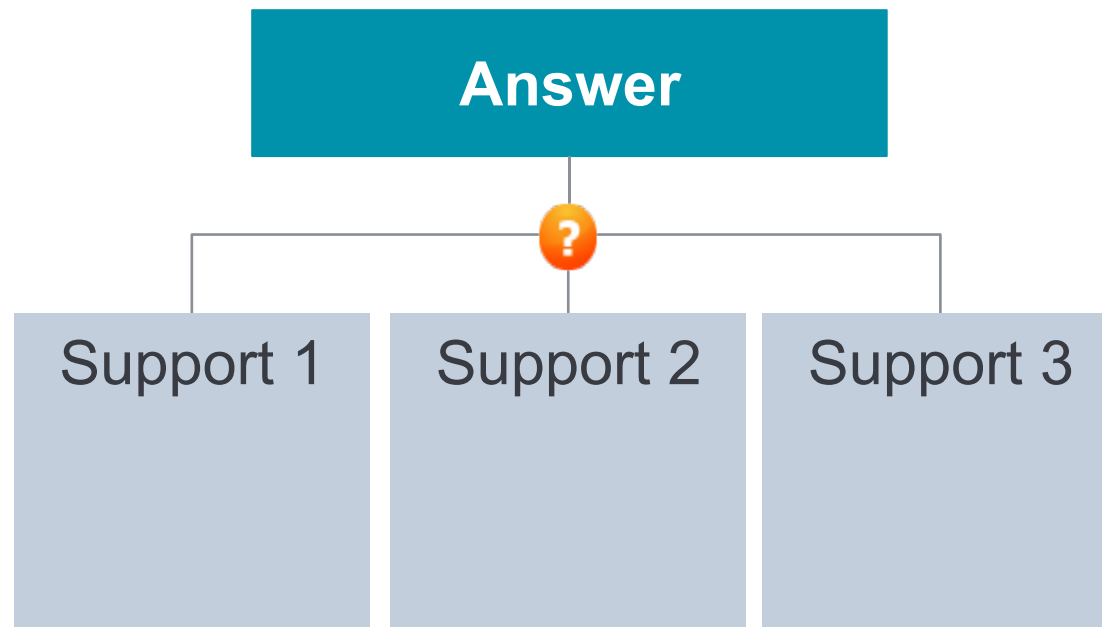
Flying is much  
more comfortable  
than the others

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## Groupings are driven by the Power of One



**1** idea

**1** question

**1** kind of response

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## Using a structural order

**The best way to go from  
Melbourne to Sydney is to fly**



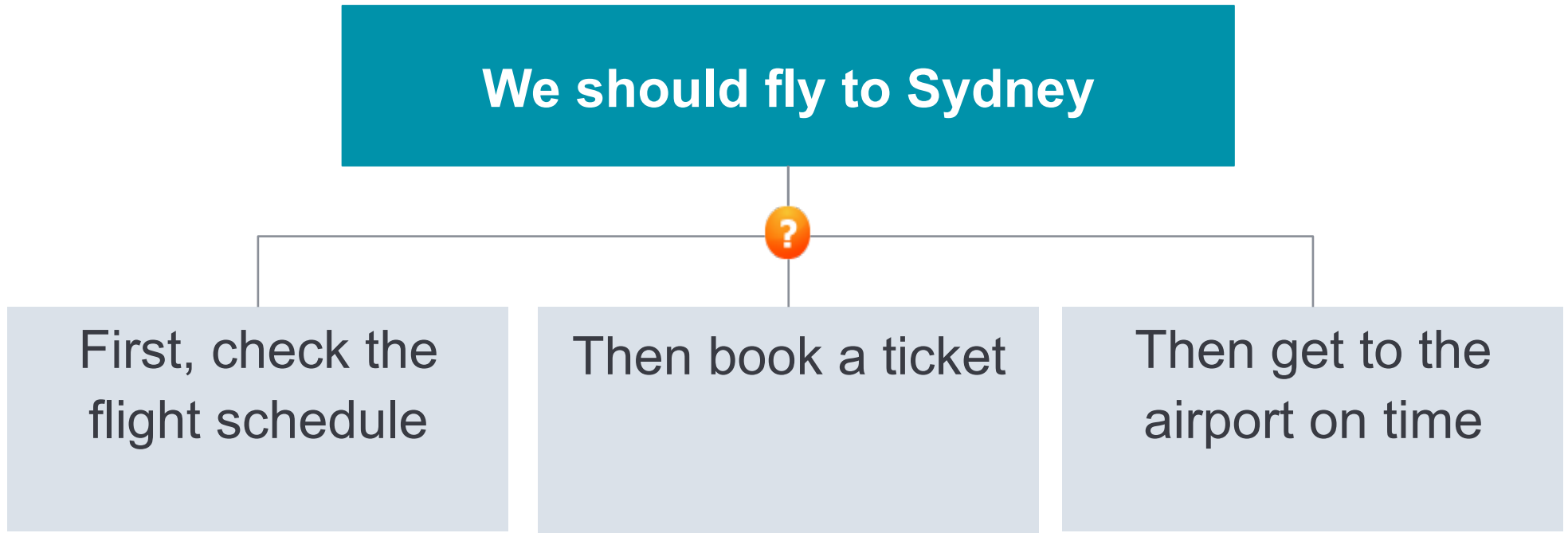
Flying is best from  
a time perspective

Flying is best from  
a cost perspective

Flying is best from  
a comfort  
perspective

**Covers all relevant considerations**

## Using time order



**A list of actions ordered by time**

## Using degree order

**The best way to go from Melbourne to Sydney is to fly**



Flying is faster than other transport options

Catching the train is the second-fastest option

Driving is the slowest option available

**Fastest, biggest, most**

**Medium scale**

**Slowest, smallest, least**

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Groupings must pass the big test: MECE (or NONG)

**M**utually

**N**o

**E**xclusive

**O**verlaps

**C**ollectively

**N**o

**E**xhaustive

**G**aps

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## Next steps ...

- ✓ Take the **concept** challenge
- ✓ Play around to focus on thinking and structure
- ✓ Try neosi
- ✓ Test your structures with a colleague

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# Try neosi to make building groupings easier

**neosi** creating clarity

**context**  
The Context is the starting point of your storyline, the point that you and your audience will both agree is true for this specific piece of communication.

**trigger**  
The Trigger describes the reason why you are talking about the Context at this point in time.

**question**  
The Question naturally flows from the Trigger and describes the central question that this document aims to answer.

Your answer = your BIG IDEA

Support 1

Support 2

Support 3

Vn: 1.04.02w/1.04s

## Learn some more...

- ✓ Aristotle's *Poetics*
- ✓ Ken Watanabe's *Problem Solving 101*
- ✓ [www.neosi.co](http://www.neosi.co) (to learn more and trial the storyliner)
- ✓ Barbara Minto's *The Pyramid Principle*
- ✓ Linda Long's *The Power of Logic in Problem Solving and Communication*

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