In Search of Clarity

Groupings – Learn

Clarity College
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

**Logical grouping**

• 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

**Deductive reasoning**

• Truth of the premises makes the conclusion certain
  • Follows classic logical progression
  • Statement about situation and comment combined lead to only one implication

Guidelines:

Source: Barbara Minto, 'The Pyramid Principle'
The truth of these points makes the conclusion probable.

I deserve a pay rise

- I have exceeded all my targets
- The business is hugely profitable
- You promised me a pay rise

A sensible conclusion to draw

Independent ideas, which can stand alone
All supporting ideas must be of the same logical kind. 

- Support 1
- Support 2
- Support 3

Rules:

All ideas at the same level of the grouping are the same logical kind: either reasons, actions, criteria, examples, etc.
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
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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- Checking the strength of your argument re: form and fact
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

We should fly to Sydney

First, check the flight schedule
Then book a ticket
Then get to the airport on time

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)

Mutually Exclusive
Collectively Exhaustive
No Overlaps
No Gaps
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- Checking the strength of your argument re: form and facts
Next steps …

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

✓ Take the concept challenge
✓ Play around to focus on thinking and structure
✓ Try neosi
✓ Test your structures with a colleague
Try neosi to make building groupings easier
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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