

Lesson 2 — Structure & Core Language

Session 2 of 8 | Duration: 60 min | Artifact: 60-sec fragment (headline + one beat)

Purpose

Introduce the five-beat structure and the functional language that makes each beat work.

Phases

Time	Phase	Trainer does
0:00–0:10	Review L1 patterns	Share 2–3 observations from L1 recordings (no names). Common patterns: stance buried under analysis; risks named without mitigants; ask missing or vague.
0:10–0:25	Teach the five beats	Walk through each beat on screen. Name the purpose and time budget. ~3 min per beat.
0:25–0:45	Language bank	Introduce the 8 anchor phrases (see below). Each learner says each phrase aloud once in context.
0:45–0:55	Micro-task	Each learner picks any case from their own work and records a 60-sec "headline + applicant profile" fragment.
0:55–1:00	Close	Confirm Lesson 3 drills the risk assessment beat. Save fragments.

Scripted teacher language

"The structure isn't a script. It's a checklist. If any beat is missing, the committee can't decide."

"You're going to give recommendations like this for the rest of your career. The first sentence should name your stance — approve, decline, or conditions."

"For this exercise, pick a real case from your own work. Don't invent."

Language bank — 8 anchor phrases

Beat	Phrases (use each at least once during the course)
Headline & recommendation	"I'm recommending we [approve / decline / approve with conditions] [applicant name]'s application for [amount]."
Applicant profile	"[Applicant] has been [activity] for [period]." "Their track record shows [evidence]."
Use of funds & repayment	"The financing will be used to [specific purpose]." "Repayment is supported by [revenue / contracts / collateral]."

Beat	Phrases (use each at least once during the course)
Risk assessment	"The main risks are [X] and [Y]. To mitigate [X], we'd [action]. For [Y], [action]."
Decision request	"I'm asking the committee to [specific decision]. If approved, [conditions / next steps]."

Between-session work

Each learner brings one real case from their own pipeline to Lesson 3 — with the applicant profile and use of funds already drafted in their head. They don't write a script.

Artifact

60-sec recording per learner. Headline + applicant profile only. Save as SDB_[Branch]_[LearnerID]_CreditCommittee_L2_YYYY-MM-DD.