

Lesson 5 — Repair & Upgrade

Session 5 of 8 | Duration: 60 min | Artifact: Re-recorded segment on main breakdown

Purpose

Address the top 1–2 failure patterns from L4. Pick the matching repair from the menu and run it.

Phases

Time	Phase	Trainer does
0:00–0:10	Diagnose	Name the 1–2 dominant patterns observed in L4 (from the failure-pattern checklist). Show the patterns side by side.
0:10–0:35	Run the repair	Pick the matching repair(s) from the menu (below). Run the teaching move and practice activity.
0:35–0:55	Re-record	Learners re-record the segment of L4 most affected by the repair (typically risks beat + decision request). Same case as L4.
0:55–1:00	Close	Note what changed. Save recordings.

Scripted teacher language

"From L4, the pattern that came up most was [name pattern]. We're going to fix that today."

"A specific decision request names the action and the conditions. 'I'm asking the committee to approve SAR 4.5M with three conditions: 18-month grace period, quarterly performance reviews, and a personal guarantee.' That's specific."

"Now re-record the last 90 seconds of your L4 recommendation. Same case. Apply the repair."

Repair menu

Pick the move(s) matching the dominant pattern(s) from the failure-pattern checklist:

Pattern	Repair move + practice
Stance buried	Drill the opening sentence: "I'm recommending we [approve / decline / approve with conditions] [name]'s application for [amount]." Each learner says it 3× for their own current case. No exceptions to this opening structure.
Use of funds without repayment source	Show 3 weak/strong examples. Drill the pairing: "The financing will be used to [purpose]. Repayment is supported by [source]." Always paired.
Risks without mitigants	Show 3 weak/strong examples. Drill the pairing: "The main risks are X and Y. To mitigate X, we'd [action]. For Y, [action]." Stopwatch on the beat — 75 seconds maximum.

Pattern	Repair move + practice
Risks eat the ask	Time-boxed practice: 60-sec risk assessment with a stopwatch visible. Then 30-sec decision request immediately after.
Vague decision request	Drill the construction: "I'm asking the committee to [specific decision]. If approved, [conditions or next steps]." Each learner names their conditions concretely.
Tense slippage	5-min reformulation drill: trainer reads sentences with tense errors, learners reformulate aloud.
Vague verbs	5-min lexical drill: replace do / have / make / handle with banking-precise verbs (originate, underwrite, secure, structure, restructure, draw down, disburse).

Between-session work

Each learner rehearses the repaired segment once before Lesson 6 — out loud, not in their head.

Artifact

60–90-sec re-recording per learner of the affected segment from L4. Save as SDB_[Branch]_[LearnerID]_CreditCommittee_L5_YYYY-MM-DD.