

Lesson 6 — Pressure Variation

Session 6 of 8 | Duration: 60 min | Artifact: 4-min recommendation under one new variable

Purpose

Same task, one new variable: a tighter time cap. Recommendation must hold all five beats in 3 minutes — one minute less than standard.

Phases

Time	Phase	Trainer does
0:00–0:05	Frame the variable	Today's recommendation is 3 minutes, not 4. Same task, same beats, less time. The committee has called an emergency meeting and only 30 minutes for all cases.
0:05–0:20	Read the case	New case (below). Silent reading.
0:20–0:30	Silent prep	Notes allowed. Learners must decide which beat takes the cut — and own the decision.
0:30–0:55	Recommendations under time pressure	Each learner records 3 min. Trainer holds a visible stopwatch. At 3:00, recording stops — even mid-sentence.
0:55–1:00	Close	One observation on which beats survived the time cut. Save recordings.

Scripted teacher language

"The committee has 30 minutes for 10 cases. You have 3 minutes — not 4. Same five beats. One minute less."

"Decide before you start: which beat will you compress? Don't drop one entirely — compress."

"Stopwatch is visible. At 3:00 sharp, you're done — even if you're mid-sentence."

Case — new

Applicant: Mahara IT Consulting — SME freelance professional financing

Sara Al-Mutairi runs a 6-person IT consultancy serving Saudi government clients. The business has 4 years of trading history, three active framework agreements with ministries, and SAR 1.8M in confirmed receivables outstanding from public sector clients. She is requesting a SAR 750,000 working capital line to bridge the typical 90-day public-sector payment cycle. The line would be revolving, 18-month tenor, secured against the receivables. Her credit history is clean. Her 2024 audited revenue was SAR 4.2M with net margin of 22%. She has applied to SDB rather than a commercial bank because the freelance professional programme offers a lower rate and longer grace on first drawdown.

Between-session work

Each learner brings one real upcoming case from their own pipeline to L8 — a case they'll actually present in the next 30 days.

Artifact

3-min recording per learner. Save as SDB_[Branch]_[LearnerID]_CreditCommittee_L6_YYYY-MM-DD.