

SCIPAB Your Way to Success

S

Situation - What is the Situation?

C

Complication - What complicates the situation?

I

Implication - What is the issue with this situation and complication?

P

Position - What are proposing or offering?

A

Action - What is the action you want them or that you plan to take as a result of what you positioned?

B

Benefit - What are the key benefits of taking that action?

You can use to structure PowerPoint presentations, open meetings, professional, and personal conversations. Full blog on this method: <https://www.techdivasuccess.com/blog/scipab-success>

