

# 2.2

## **Jak dyplomatycznie przekonywać, gdy się z kimś nie zgadzasz?**

Workbook do nagrania 2.2  
– wersja rozszerzona  
o elementy proponowania rozwiązań

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# How to persuade diplomatically when you disagree?

1. Show that you understand another perspective
2. Express your opinion and provide arguments
3. Propose an alternative approach or solution

I agree that we need to focus on meeting the sprint goals. My concern is that if we don't fix some bugs now, they could cause trouble later. What if we dedicate just a little bit of time each day to fixing bugs?

I get your point. Based on my experience when there is too much information on the page, users are less likely to complete their purchases. How about I prepare an alternative design proposal, so you can see how it might look?

# Zwroty, które pomogą Ci pokazać, że rozumiesz inny punkt widzenia

## 1. rozumiem, o co Ci chodzi

**I get your point.**

## 2. widzę, że (...)

**I see that (...)**

I **see** that you are worried about the deadline.

I **see** that this feature is a priority for you.

### 3. rozumiem, że (...)

**I understand that (...)**

I **understand** that it could bring some value

I **understand** that you're looking for a more scalable solution.

### 4. zgadzam się, że (...)

**I agree that (...)**

I **agree** that we should mitigate the risks.

I **agree** that user experience should remain a top priority.

# Zwroty, które pomogą Ci w proponowaniu rozwiązań

## 1. a co powiecie na... /a gdyby tak....

**how about**

How about running a beta test with a small group of users?

How about we spend more time on discussing the requirements before the planning meeting?

## 2. co myślisz o... / czy myśleliście o...

**what do you think about**

**have you thought about**

What do you think about moving the search bar to the top?

Have you thought about implementing a dark mode?

### 3. powinniśmy rozważyć... / czy rozważaliście...? /rozważ proszę...

**consider**

We should **consider** refactoring the code.

Have we **considered** using React in this project instead of Angular?

### 4. (zróbmy)

**let's**

**Let's** review the API documentation once more.

**Let's** try automating the deployment process to speed up releases.

# Zadanie 1

Wyobraź sobie, że musisz przekonać osoby z którymi pracujesz, do innych rozwiązań, niż te, które zostały zaproponowane. Wybierz 4 przykłady z listy poniżej i przygotuj dyplomatyczne wypowiedzi, zgodnie z formułą, którą ćwiczyliśmy.

- 1.The design includes complex animations that could slow down page load times. Explain why it could cause performance issues.
- 2.There is no documentation in the project, and you want to convince your team to create some.
- 3.A manager suggests adding multiple features to the onboarding flow, but this could distract new users.
- 4.A colleague proposes increasing the maximum number of database connections as a quick fix, but you believe this could overload the system.
- 5.A stakeholder wants to integrate a new third-party service, but it lacks the necessary documentation for secure integration.
- 6.A stakeholder requests more visuals on one screen, but this could overwhelm users. Explain why this may not be ideal for the user experience.
- 7Someone suggests removing accessibility features to save time, but you point out that this would reduce usability.
- 8.A client wants to change a key project requirement close to the deadline, but you highlight that this could delay the release and increase costs.
- 9.A team member suggests launching without proper testing to meet a tight deadline, but you think this is too risky.
- 10.Some team members feel that Scrum meetings are a “waste of time”. Try to change their minds.

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