

Counterargument Scripting Worksheet

Script your ALARA responses before you need them.

Instructions

For each objection you anticipate, categorize it, then write a full ALARA script. Preparing these in advance means you won't have to think on your feet — you'll already have the words ready.

Objection 1

The objection (what they'll say):

Category: ☐ Identity Defense ☐ Futility ☐ Inconvenience ☐ Distrust ☐ Whataboutism

Acknowledge (validate without agreeing):

Listen (genuine follow-up question):

Ask (go deeper with curiosity):

Reframe (introduce your perspective through common ground):

Ask Again (one small invitation):

Quick Heat Check:

- ☐ No moral superiority
- ☐ No condescension or contempt
- ☐ Listener can still disagree without losing face

Objection 2

The objection (what they'll say):

Category: ■ Identity Defense ■ Futility ■ Inconvenience ■ Distrust ■ Whataboutism

Acknowledge (validate without agreeing):

Listen (genuine follow-up question):

Ask (go deeper with curiosity):

Reframe (introduce your perspective through common ground):

Ask Again (one small invitation):

Quick Heat Check:

- No moral superiority
- No condescension or contempt
- Listener can still disagree without losing face

Objection 3

The objection (what they'll say):

Category: ■ Identity Defense ■ Futility ■ Inconvenience ■ Distrust ■ Whataboutism

Acknowledge (validate without agreeing):

Listen (genuine follow-up question):

Ask (go deeper with curiosity):

Reframe (introduce your perspective through common ground):

Ask Again (one small invitation):

Quick Heat Check:

- No moral superiority
- No condescension or contempt
- Listener can still disagree without losing face