

## Lesson 6 — Pressure Variation

**Session 6 of 8** | **Duration:** 60 min | **Artifact:** 2-min briefing under one new variable

### Purpose

Same task, one new variable: a tighter time cap. The briefing must hold all five beats in 2 minutes — two minutes less than standard.

### Phases

Time	Phase	Trainer does
0:00–0:05	Frame the variable	Today’s briefing is 2 minutes, not 4. Same task, same beats, less than half the time. The GCEO has called an unexpected leadership walkthrough at 08:30; the team has to deploy before he arrives.
0:05–0:20	Read the brief	New day brief (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	Briefings under time pressure	Each learner records 2 min. Trainer holds a visible stopwatch. At 2:00, 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 GCEO is walking the floor at 08:30. You have 2 minutes for the brief — not 4. Same five beats. Compress, don’t drop.”*

*“Decide before you start: which beat will you compress hardest? Yesterday’s read-out usually takes the cut. Don’t drop the risks. Don’t drop the handoffs.”*

*“Stopwatch is visible. At 2:00 sharp, you’re done — even if you’re mid-sentence.”*

### Day brief — new

**Site:** Diriyah Sales Center

**Day:** Wednesday — quarterly real-estate-cohort viewing event, 09:30–16:00.

**Summary:** A scheduled cohort of 240 institutional and HNW prospective residential buyers, hosted in three rolling waves (80 per wave). Each wave: 30-min sales presentation, 45-min show-unit walkthrough, 30-min Q&A and refreshments. Two new show units opened this week — first event since opening. F&B catering by Bujairi outlet, staged in the central atrium. Parking pre-booked. One executive sponsor (Executive Director) attending the second wave for opening remarks. Local press attending wave one only. The GCEO has called an unscheduled leadership walkthrough at 08:30 — the ops team has to be deployed and ready 5 minutes before he arrives.

**The briefing:** Deliver a 2-minute briefing to the cross-functional ops team. Same five beats. Less time.

### **Between-session work**

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

### **Artifact**

2-min recording per learner. Save as *Diriyah\_[Asset]\_[LearnerID]\_OpsBriefing\_L6\_YYYY-MM-DD*.