

## Be Bulletproof

How to achieve success  
in tough times at work



WHEN you're handling a tough question, you can change the focus of the debate – like a movie camera. Imagine you are defending cuts or an increased workload for your department. To back up your case, you could pan back and point out that every organisation is having to cut their budgets at the moment. This also provides context. You could then focus in on a particular example or a case study of where a particular cut has been made to illustrate your point.

*Be Bulletproof* is a book by  
business trainers James and  
Simon Brodie