



Tips & Techniques

Promise yourself you won't offer your perspective until you've understood theirs -- and they agree that you understand.

Remember that understanding is not the same as agreeing.

Ask before sharing your views:

Example: "I see it differently. Are you interested in hearing?"

Be curious about what experiences they've had that lead them to see the situation that way.

Shift away from party lines and media hype by asking who they see as benefitting or suffering from the current situation.

Invite them to look for facts with you--together.

Example: "That's a really different number than I've been hearing. Let's go online together to see if we can figure out why our numbers are so different."

Don't assume you agree about the definitions of words they use: "

Example: That isn't making sense to me. What do you mean by "freedom?" or "When you say 'hey,' who are you talking about?"

Ask them to repeat what they said if you have gotten distracted by your own internal reactions.

Example: "I'm sorry. I was still processing what you said about political correctness. Can you repeat what you said after that?"

Test your assumptions:

Example: "I think I'm following. To make sure, though, can you give me an example?"

Encourage them to keep sharing: "Interesting. Can you tell me more?"

When something doesn't make sense to you, assume you're missing something rather than that they are stupid or crazy. "

Example: I'm still not following. Tell me more..."

When you've heard that same argument before, invite them to own it by expressing it in terms of their own beliefs and experiences.

Example: "I've heard complaints about people who game the system, but I personally don't know anyone on welfare who doesn't need it. Do you?"



CROSSING PARTY LINES

Typical Political Frame	CPL Frame
<ul style="list-style-type: none">• I am right.• You should listen to me because my views are right.• Once you understand, you'll agree with me.• If you don't agree with me, you're the enemy.	<ul style="list-style-type: none">• Mine is but one of many useful perspectives.• My views are right for me.• You might understand me without agreeing with me.• I appreciate hearing views that are different from mine because they help me see the bigger picture.

CPL Reframing involves paraphrasing that adds phrases to call attention to the fact that what the speaker has shared is his or her own view.