

SKILLFUL DISCUSSION¹

1. Pay attention to my intentions.

What do I want from this conversation? Am I willing to be influenced?

2. Balance advocacy with inquiry.

"What led you to that view?" "What do you mean by that view?"

3. Build shared meaning.

"When we use the term _____, what are we really saying?"

4. Use self-awareness as a resource.

What am I thinking? What am I feeling? What do I want at this moment?

5. Explore impasses.

What do we agree on, and what do we disagree on? What do we need to do to move forward?

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¹ Senge, Peter, The Fifth Discipline Field Book (New York: Doubleday, 1994) p385-94.