Finding Common Ground

Katharine Baker, PhD
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Vanderbilt University
Cooperative Reasoning
Conditional Trust
Mutual Vulnerability
Cooperative Reasoning vs. Adversarial Reasoning
Applying the Principles of Conditional Trust
Recognizing Our Mutual Vulnerability
KEEP CALM AND PLAN AHEAD
Gather & Customize Data
FRAMING THE PROBLEM
When you listen generously to people they can hear the truth in themselves, often for the first time.

-Rachel Naomi Remen
Appreciating the Other’s Point of View

• “Can we talk about…? What do you think we should do?”

• “I’m not sure I really understand how you feel about…. What is your point of view?”

• “I’m sorry we had this misunderstanding. I’d really like to hear what happened as far as you’re concerned.”
Clarify Your Understanding

• “So what you’re saying is…. Is that right?

• “I’m not sure I know exactly what you mean. You said…, but I wish you’d say a little more about it so I’m sure I get it straight.”

• “I think I understand where we disagree, but I’m not sure. Did you mean that….?”
Silence is golden; Interruptions are not

- Telling a similar story about yourself—“that reminds me of the time”
- Exaggerated concern—“oh poor you!”
- Unsolicited advice or, worse, criticism—“If I were you…”
- Telling the speaker not to feel the way they do—“you shouldn’t be nervous”
- Intrusive reassurance—“you’ll be just fine” or “I understand”
Validate Feelings

• “I see what you’re saying, but I don’t agree.”

• “I’m sorry, but I can’t listen to this right now. I’m too upset. We’ll have to talk later.”
Moral Foundations & Political Identity

Conservative
Liberal
Autonomy
Community
- Care/Harm
- Liberty/Oppression
- Fairness/Cheating
- Authority/Subversion
- Loyalty/Betrayal
- Sanctity/Degradation
Moral Reframing