

"Each one of us is born with inherent worth, so we treat everyone with dignity—no matter what."



"We fully engage with the other side, discussing even values and interests we don't share, open to admitting mistakes or changing our minds."



"We always talk to the other side, searching for the values and interests we share."



"The other side has a right to be here and a right to be heard. It's their country too."



"We're better than those people. They don't really belong. They're not one of us."



"We're the good people and they're the bad people. It's us vs. them."



"Those people are evil and they're going to ruin our country if we let them. It's us or them."



"They're not even human. It's our moral duty to destroy them before they destroy us."









DEFUSE CONTEMPT WHEN THINGS GET HOT...

"Can you tell me more about that?"

"Wow. I think just the opposite. Can you tell me how you came to that view?"

"Let's figure out what we disagree on; it can't be everything."

"I want to hear what you think."

"Can you tell me what I'm not getting?"

"Can you explain that to me?"

"How do you think we fix it?"

"That's fascinating; I need to think about that."

"Thanks for talking with me; a lot of folks won't talk to people they disagree with."

"If we talk long enough, we're going to find out we share some values."



