

Advocacy Sentence Stems...

What to do...

What to say

Identify a shared goal and/or positive intention

“I’d like to see if we are sharing the same understanding of this issue.”
“I am committed to exploring where we can find agreement.”

Explain your assumptions

“I assumed that.....”

Make your reasoning explicit, i.e. context from your point of view, concerns, past experience, knowledge, etc.

“I came to this conclusion because...”

Reveal where you are least clear in your own reasoning.

“Here’s something I’m not entirely clear. Do you see it differently?”

Inquiry into Assumptions...

What to do

What to say

<p>You notice someone else is making assumptions...</p>	<p>“What led you to that conclusion?” “What causes you to say that?”</p>
<p>Invite sharing their perspective and thought process...</p>	<p>“Can you help me understand your thinking here?” or “Can you help me understand your feelings about this?”</p>
<p>Draw out their reasoning. Find out as much as you can about why they are saying what they are saying.</p>	<p>“How does that relate to other concerns?” or “Can you share how that is important to you?”</p>
<p>Explain your reasons for inquiring and how your inquiry relates to your own concerns hopes, and needs.</p>	<p>“I’m curious about your assumptions here because...”</p>

More Inquiry Sentence Stems

When...

You might say...

Strong views are expressed without any reasoning or examples...

"You may be right, but i'd like to understand more. What leads you to believe..."

You perceive a negative reaction in others...

"When you said _____, I had the impression you were feeling _____. If so I'd like to understand what upset you. Is it something I've said or done?"

You perceive a negative reaction in yourself...

This may be more my problem than yours, but when you said _____, I felt _____. Am I misunderstanding what you said or intended?"

Others appear uninfluenceable...

"Is there anything that I can say or do that would convince you otherwise?"

There seems to be an impasse

"I don't understand the assumptions underlying our disagreement. Would you be willing to explore this a little further??"