

Verbal Strategies to use when you get pushback from others about asking questions:

1. Try to clarify your understanding of what the other person said by asking: “Did I hear you say_____”
2. Ask the other person whether there is any evidence that would cause him to change his mind.
3. Suggest a time-out period in which each of you will try to find the very best evidence for the conclusion you hold.
4. Ask why the person thinks the evidence on which you are relying is so weak?
5. Try to come together. If you take the person’s best reasons and put them together with your beset reasons, is there some conclusion that both of you could embrace?
6. Search for common values or other shared conclusions to serve as a basis for determining where the disagreement first appears in your conversation.
7. Try to present a model of caring and calm curiosity; as soon as the verbal heat turns up, try to remind yourselves that you are learners, not warriors
8. Make certain that your face and body suggest humility, rather than the demeanor of a know-it-all.