



Dialogue

v

Debate

Collaborative

Oppositional

Looks for Common Ground

Looks at “Right” & “Wrong”

Focuses on Sharing, Personal Knowledge, Experience, Concerns

Focuses on Arguments

Reveals Assumptions & Allows For Change of View

Defends Assumptions & Own Point of View

Allows for New Solutions

Focuses on Demands

Focuses on Strengths in Other’s Positions

Focuses on Flaws in Other’s Positions

Attempts to Preserve or Build Relationships

Does not Focus on Relationships

Use *Dialogue* Not *Debate*!