

DEBATE and DIALOGUE

DEBATE

- ◆ Assuming that there is a right answer and you have it
- ◆ Combative: participants attempt to prove the other side wrong
- ◆ About Winning
- ◆ Listening to find flaws and make counter-arguments
- ◆ Defending assumptions as truth
- ◆ Critiquing the other side's position
- ◆ Defending one's own views against those of others
- ◆ Searching for flaws and weaknesses in other positions
- ◆ Seeking a conclusion or vote that ratifies your position

DIALOGUE

- ◆ Assuming that many people have pieces of the answer and that together they craft a new solution
- ◆ Collaborative: participants work together toward common understanding
- ◆ About exploring common ground
- ◆ Listening to understand, find meaning and agreement
- ◆ Revealing assumptions for re-evaluation
- ◆ Re-examining all positions
- ◆ Admitting that others' thinking can improve on one's own
- ◆ Searching for strengths and value in others' positions
- ◆ Discovering new options