

Difficult Conversations Mini-Prep Sheet

By the Harvard Negotiation Project

Explore Partisan Perceptions	My story:	Their story:
	Key data points I want to share:	Key questions I have about their views:
Recognize Joint Contribution	How have I made things worse:	How they have made things worse:

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<p>Separate Impact From Intent</p>	<p>For each of my contributions: I intended to...</p>	<p>But the impact on them may have been...</p>	<p>For each of their contributions: They may have intended to...</p>	<p>But the impact on me was...</p>
<p>Sort Out Feelings</p>	<p>This situation makes me feel:</p>		<p>This situation may make them feel:</p>	
<p>Consider Identity</p>	<p>My self-image is implicated because:</p>	<p>Their self-image may be implicated because:</p>		

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Frame From The Third Story	What “third story” or neutral frame incorporates both our points of view?
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