

Gottman-Rapoport Intervention

Goal

Discuss a topic in a manner where you both feel understood by each other.

Principle

Before you can engage in persuasion, you each have to summarize your partner's position to your partner's satisfaction. This is a far deeper process than an Active Listening exercise in that it requires each of you to interview your partner extensively about your partner's position, to ask questions, and to summarize and validate your partner's position.

The Assumption of Similarity

If you find yourself attributing a positive trait to yourself, try to see some of that trait in your partner. If you find yourself attributing a negative trait to your partner, try to see some of that trait in yourself as well.

Taking Notes

For the Listener, it is often helpful to take notes to aid in accurately reflecting back to the Speaker your understanding of the Speaker's position.

Rules for the Speaker

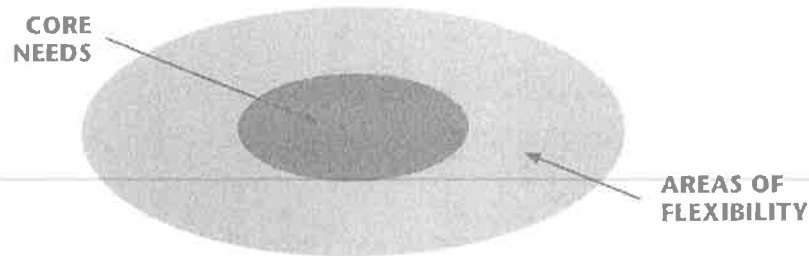
Your task is to honestly talk about your feelings and beliefs about your position on this issue.

Do not argue for or try to persuade your partner of your point of view; just explain how you see things. Tell your partner your thoughts and feelings about your position on this issue.

- *No blaming, criticism, or contempt.*
- *No "You" statements.*
- *Only use "I" statements about a specific situation.*
- *Talk about your feelings.*
- *State a positive need using a gentle start-up. Within every complaint there is a longing. When that longing is expressed, a recipe for how to fulfill it may emerge.*

The Art of Compromise

Yield to Win: Compromise with me like I am someone you love.



**My inflexible area or core need
on this issue is:**

**My more flexible areas
on this issue are:**

Getting to "Yes"

Discuss these questions with your partner:

For issues where a Dreams Within Conflict exercise has not been used:

- Help me understand why your inflexible area is so important to you.
- What are your core feelings, beliefs, or values about this issue?

For all compromise issues:

- Help me understand your flexible areas.
- What do we agree about?
- What are our common goals?
- How might these goals be accomplished?
- How can we reach a temporary compromise?
- What feelings do we have in common?
- How can I help to meet your core needs?

Our compromise that honors both our needs and dreams is: