

Paraphrase

Articulate the essence of what vou understood.

"Tell me more."

Dig deeper. Invite the person to investigate underneath their usual talking points. Remember to ask about "red flag words." They may hint at important values. beliefs & emotions.

Check in

Ask, with curiosity, if vou got it right. Sense any hesitation from the other person? Go back to Step 1 until you get it right.

The Scoop on Looping

Looping is a communication technique that transforms how we listen and connect with others. Used by conflict mediators and psychologists, looping gets beneath talking points. By proving we are trying to understand one another, looping builds trust, creates clarity, and invokes curiosity-even amidst profound disagreement.

SOURCE: Looping is a technique developed by Gary Friedman and Jack Himmelstein of The Center for Understanding in Conflict.



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