Facts are Facts,
Perceptions are Reality

Noelle Aarts (ISiS, Radboud University)
Wageningen, CDI, 4th April 2018
David Bohm: On Dialogue
Patterns in Communication

Selective perception and framing

Valuing knowledge

Dealing with emotions
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Framing is thus not a simple representation of reality, it is a strategic act! That counts for language and our talking in general. While talking, we do something with reality. We change reality.
Framing

“to frame is to select some aspects of a perceived reality and make them more salient in communication”

Entman, 1993
BRIDGING
BOWLING ALONE

THE COLLAPSE AND REVIVAL OF AMERICAN COMMUNITY

Robert D. Putnam
UNABRIDGED

“Connected could change your life forever.”
— DANIEL GILBERT, author of Stumbling on Happiness

NICHOLAS A. CHRISTAKIS, MD, PhD
AND JAMES H. FOWLER, PhD

Connected
The Surprising Power of Our Social Networks and How They Shape Our Lives
Read by Nicholas A. Christakis
“The ‘truth’ results from discussions with friends”

David Hume, 1711-1776
Listening strategies

Downloading

Object focused listening

Empathic listening

Generative listening

Scharmer, 2011
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- Enlarging the issue by
  - Generalising
  - Connecting separate events
  - Exaggerating

- Use of strong metaphors, images, non-neutral terms and cynism

- Referring to facts, laws, authorities, experts

- Referring to personal experiences

- Using disclaims

- Searching for support

- Blaming and insulting, stereotyping and stigmatising
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Prejudices

Emotions are irrational

Emotions are a sign of weakness

Emotions and facts are mutually excluding categories
Guidelines for dialogue

Listen with attention and respect
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Make underlying norms, assumptions, fears explicit
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Be aware of identity and relational dynamics
Thank you!