

EPISODE 148 HOW TO CONNECT WITH SOMEONE YOU HATE

1. SEPARATE THE PERSON FROM THEIR BELIEF

- We live in the age of identity politics
- Definition: “a tendency for people of a particular religion, race, social background, etc., to form exclusive political alliances, moving away from traditional broad-based party politics.”
- Remember: You’re attempting to connect with a person, not a belief

2. REFUSE TO VILLAINIZE

- We’re quick to label: moron, fool, conservative, liberal, uneducated, hater
- We stereotype, then label, then marginalize
- It’s a form of mental laziness: If you’re just an idiot, I don’t have to consider your view
- A radical idea to consider: Your biggest opponent is as smart as you are

3. DARE TO LOOK DEEPER

- It’s hard to find an idea that’s completely wrong
- Aristotle: “It is the mark of an educated mind to be able to entertain a thought without accepting it.”
- An educated mind isn’t threatened by an opposing view

4. UNDERSTAND WHY THEY BELIEVE IT

- Listen for the emotions behind the belief
- Look for the history of the belief. How long have they held this belief?, Where did it come from”?
- Listen for the opinions behind the facts.
- Look for the community behind the belief. To really understand a belief, you have to understand the support structure behind it
- A deeply-held, well-supported belief won’t be overturned in a single conversation

5. SEARCH FOR SOME COMMON GROUND

- We see differences of opinion as issues of identity
- You can at least agree on your common humanity. We all want peace, health, happiness, purpose.
- You can agree on the problem without agreeing on the solution

Sources mentioned in this episode:

[Communication Guys Episode 114 “Why We Make Bad Communication Choices.”](#)

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