

Map of Situation Conflict & Repackaging

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(Revised: 2011 by Clinton Callahan)

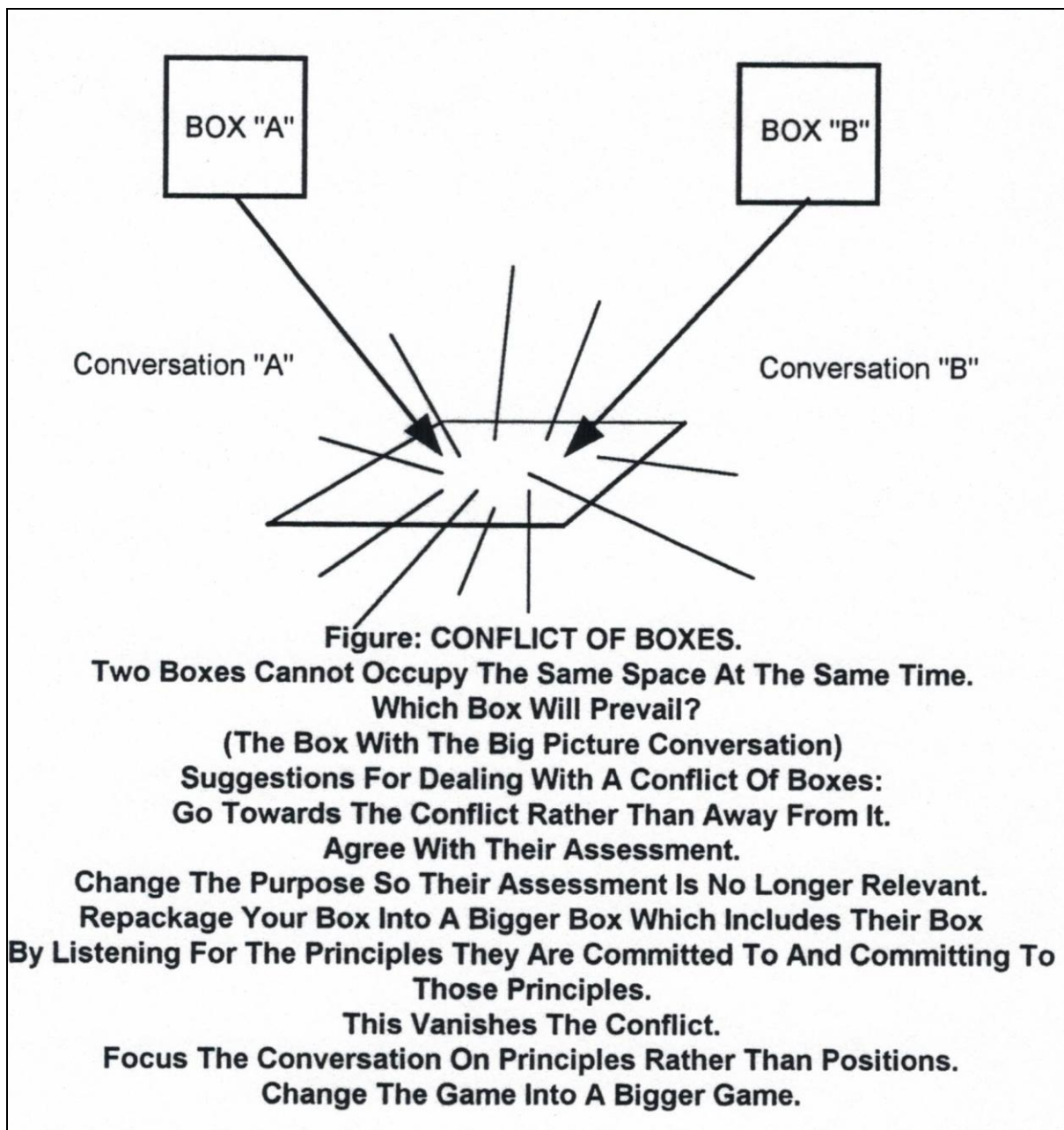


Figure "A"
Before Repackaging

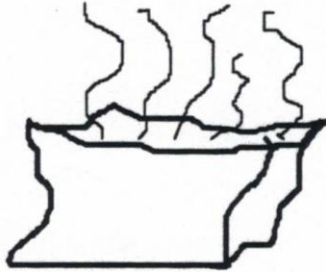


Figure "B"
After Repackaging



Figure: REPACKAGING A SITUATION

Guidelines For Repackaging:

Shift The Conversation Away From Reasons Towards Relationship.

Make The Conversation About Principles Instead Of Positions.

Let Yourself Be Non-Linear.

Confront / Propose With Questions, Not Statements.

Give The Present Circumstances A New Interpretation With More Possibility.

Get Specific - Speak About Details.

Paint The Vision Of A Bright Future Together.

Let Yourself Be Passionate - Enthusiasm Is Contagious.

Be Committed To Possibility With Both Feet.

Create "We Win" Right Now - So Other People Experience Us All Winning Together.

Listen To What Principles The Other People Are Committed To And Commit To Them.

Include People Rather Than Exclude People.

See The Problem As The Solution And Go Into It.

Redesign The Problem By Redesigning Yourself!