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Shifting Perspectives (PILLOW METHOD)

Adler, R. B. & Proctor II, R. F. (2015), Chapter 8 Listening worksheet SW-202

LEARNING OBJECTIVES

- Enhance your cognitive complexity by applying the ‘pillow method’ in a significant disagreement.
- Explain how your expanded view of this situation might affect your communication with the other(s) involved.

INSTRUCTIONS

PART I:

1. Select one disagreement or other issue that is now affecting an interpersonal relationship. This might be in an issue such as “I think our children should go to public school; my spouse wants them to go to private school” or a more public disagreement such as “I think voting for third party helps democracy in our country; my friend thinks it undermines democracy by drawing votes away from two major parties.”
2. In the space below, record enough background information for an outsider to understand your stance on the issue. Who is involved? How long has the disagreement been going on? What are the basic issues involved?
3. Describe the issues from each of the four positions listed below:

Brief Background information:

Position 1: “I’m right, and you’re wrong.” Explain how you are right and the other person is wrong.



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Position 2: “You’re right, and I’m wrong.” Explain how the other person’s position is correct, or at least understandable.

Position 3: “We’re both right, and we’re both wrong.” Show that there are both correct (or understandable) and mistaken (or unreasonable) parts of both positions.

Position 4: “The issue may be less important than it seems; some other things may be more important.” Describe at least two ways in which the elements developed in positions 1-3 might



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affect your relationship. Describe at least one way in which the issue might be seen as less important than it was originally and describe at least one way in which the issue might be seen as more important than it was originally.

PART II:

1. With a partner, role-play your situation orally for a small group or the entire class.
2. Receive feedback from other class members about how to see the issue from others' point of view.

Reference:



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Adler, R. B. & Proctor II, R. F. (2015). *Looking out looking in*, 15th edition. Cengage Learning.