

Summary of Lesson 3: Tell Me More

Key Takeaway:

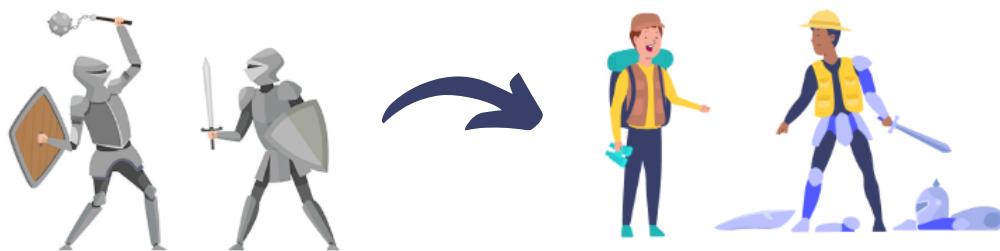
Next time you disagree with something you're hearing, try asking: *"Can you tell me more?"* and see what you can learn.

Insight 1: Mindset Matters

Our mindsets have the power to shape the dynamics of a conversation. A **warrior** is focused on winning, while an **explorer** is focusing on learning and understanding.

Intellectual humility = Acknowledging the limits of what we know and the possibility of being wrong.

Belief updating = You can turn your degree of certainty up or down, depending on how sure you are about a belief.



Insight 2: Ask Questions



Constructive questions:

- Are open-ended
- Are curious
- Invite personal experiences

Questions Like...

- "Why is this issue so important to you?"
- "Can you share more about what you mean when you say _____?"
- "Is there a person or experience you can share that's shaped your view?"

