

# REASONATE



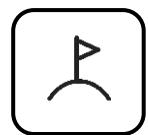
<https://productivedialogue.org/reasonate/>

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# REASONATE

- A **collaborative** approach to productive dialogue.
- **Identifies, develops, and structures the application** of key dialogue skills.
- **Eliminates the mental fatigue** of needing to keep track of the issues in our heads.
- **Reduces negative emotions** by focusing our attention on the reasoning rather than the people advancing it.

## I) PREPARING FOR THE DIALOGUE



1. Agree upon a **GOAL**.



2. Choose a **QUESTION** and **POSITION**.



3. Assign **ROLES**

## II) DIRECTIONS FOR THE DIALOGUE



1. **STARTING** the dialogue.



2. **CONTINUING** the dialogue.



3. **ENDING** the dialogue.

## III) MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.



5. **REVISE** a claim.

## IV) REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.



4. **REFINE** claims.



5. **FACT CHECK** claims.

# I) PREPARING FOR THE DIALOGUE

## PREPARING FOR THE DIALOGUE



### 1. Agree upon a **GOAL**.

- Because **this goal belongs to all parties**, it must be possible for all parties to acknowledge when it's been achieved.
- If the topic of the dialogue doesn't matter, **the goal might be topic-independent**.
- If the dialogue is held to address a particular topic, **the goal might be related to the topic**.
- The goal can **evolve** as the dialogue progresses.

## PREPARING FOR THE DIALOGUE



1. Agree upon a **GOAL**.



2. Choose a **QUESTION**  
and **POSITION**.

- The **question** can be a pressing issue about which participants have strong, competing views, but it need not be.
- Although it may be true that people can believe whatever they want about the position, for this activity, you'll be **exploring the reasons to accept or reject the position**.

## PREPARING FOR THE DIALOGUE



1. Agree upon a **GOAL**.



2. Choose a **QUESTION**  
and **POSITION**.



3. Assign **ROLES**.

- One participant or team (“PRO”) agrees to **support** the position, and another participant or team (“CON”) agrees to **oppose** the position.
- PRO and CON receive sticky notes of **different colors**.
- Although you may be able to see both sides of an issue, for this activity, you’ll need to **assume a stance and defend it**.

## III) DIRECTIONS FOR THE DIALOGUE

## DIRECTIONS FOR THE DIALOGUE



### 1. **STARTING** the dialogue.

- The first turn belongs to Pro, and will involve Pro writing the position under discussion on a sticky note and providing support for that position by making one or more Moves to Advance the Dialogue.
- Turns alternate between Pro and Con.

## DIRECTIONS FOR THE DIALOGUE



1. **STARTING** the dialogue.



2. **CONTINUING** the dialogue.

- During a turn, a participant
  - Must respond to any Request to Improve the Dialogue.
  - Must make one or move Moves to Advance the Dialogue.
  - May make one or more Requests to Improve the Dialogue.
- Participants may collaborate during a turn (e.g., Pro and Con might work together to bridge a gap or refine a claim).
- Participants may remove a line of reasoning from the board if that line of reasoning has been resolved (perhaps because it has “bottomed out” in basic agreements or disagreements).

## DIRECTIONS FOR THE DIALOGUE



1. **STARTING** the dialogue.



2. **CONTINUING** the dialogue.



3. **ENDING** the dialogue.

- The dialogue ends when participants agree that the original or amended goal of the dialogue has been achieved or pursued as far as possible.
- “Bonus points” for being able to articulate how the goal has been achieved.

# III) MOVES TO ADVANCE THE DIALOGUE

# MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.

*Your claim here.*

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.

Dogs are better pets  
than cats because  
they're more  
affectionate.



Each note  
should contain  
only one claim.

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.

Dogs are better pets  
than cats.

Dogs are more  
affectionate than cats.

*People should have  
children, not pets.*

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.

Dogs are better pets  
than cats.

Dogs are more  
affectionate than cats.



If we accept this claim, would  
that give us reason to think that  
the claim above it is *true*?

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.

Dogs are better pets  
than cats.

Dogs are more  
affectionate than cats.

Cats are very  
affectionate.



If we accept this claim, would  
that give us to reason to think that  
the claim above it is false?

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.

Dogs are better pets  
than cats.

Dogs are more  
affectionate than cats.

Cats are very  
affectionate.

Cats often sit next to  
people.



## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.

Dogs are better pets  
than cats.

Dogs are more  
affectionate than cats.

Cats are very  
affectionate.

Cats often sit next to  
people.

If an animal often sits  
next to people, then it's  
very affectionate.

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.

Dogs are better pets  
than cats.

Cats are more  
independent than dogs.



## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.

Dogs are better pets than cats.

Cats are better pets than dogs.

Direct Denial

Cats are more independent than dogs.



## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.

Dogs are better pets than cats.

Cats are better pets than dogs.

Direct Denial

Cats are more independent than dogs.

Independent animals make better pets.

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.

Dogs are better pets  
than cats.

Cats are more  
independent than dogs.

Independent animals  
make better pets.

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.



5. **REVISE** a claim.

Dogs are better pets  
than cats.

Dogs are more  
affectionate than cats.

Cats are very  
affectionate.

Cats often sit next to  
people.

If an animal often sits  
next to people, then it's  
very affectionate.

## MOVES TO ADVANCE THE DIALOGUE



1. **ASSERT** a claim.



2. **SUPPORT** a claim.



3. **OBJECT** to a claim.



4. **BRIDGE** the gap.



5. **REVISE** a claim.

Dogs are better pets  
than cats.

Dogs are more  
affectionate than cats.

Cats are very  
affectionate.

Cats often sit next to  
people.

Sitting next to people is  
usually a good sign of  
affection.

## IV) REQUESTS TO IMPROVE THE DIALOGUE

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.

Let's focus on  
claims, not  
people.

Cats are better pets  
than dogs.

Cats use litter boxes, so  
they don't need to go on  
walks.

You are so lazy.

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.

Let's divide this sentence into its component claims.

Cats are better pets than dogs.

Cats use litter boxes, so they don't need to go on walks.

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.

Ah! But “walks are good exercise” isn’t reason to think that “cats use litter boxes” is false.

Cats are better pets than dogs.

Cats don’t need to go on walks.

Cats use litter boxes.

Walks are good exercise.

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.

Cats are better pets  
than dogs.

Cats don't need  
to go on walks.

Cats use litter boxes.

Walks are good exercise.

Nope! “Walks are good exercise”  
isn’t reason to think that “cats don’t  
go on walks” is false.

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.

I can't see where my objection goes.  
Let's bridge the gap.

Cats are better pets  
than dogs.

Cats don't need  
to go on walks.

Cats use litter boxes.

Walks are good exercise.

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.

Cats are better pets  
than dogs.

Cats don't need  
to go on walks.

Animals that don't need  
to go on walks are better  
pets than dogs.

Cats use litter boxes.

Walks are good exercise.

Bingo! “Walks are good exercise” is  
reason to think it’s false that  
“Animals that don’t need to go on  
walks are better pets than dogs.”

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.



4. **REFINE** claims.

Cats are better pets  
than dogs.

Cat owners are smarter  
than dog owners.

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.



4. **REFINE** claims.

Cats are better pets  
than dogs.

Cat owners are smarter  
than dog owners.

What does  
“smarter” mean?  
Smarter how,  
exactly?

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.



4. **REFINE** claims.



5. **FACT CHECK** claims.

Cats are better pets  
than dogs.

Cat owners are more  
educated than dog  
owners.

## REQUESTS TO IMPROVE THE DIALOGUE



1. **REFOCUS** on the claims.



2. **BREAK DOWN** statements.



3. **BRIDGE** the gap.



4. **REFINE** claims.



5. **FACT CHECK** claims.

Cats are better pets  
than dogs.

Cat owners are more  
educated than dog  
owners.

Is that true? Let's  
find out.

# Make Productive Dialogue Your New Love Language



Learn how to have clearer conversations  
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**6:00 pm - 7:30 pm**

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