Title: Yes, but...

Exercise Code:

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| Modules: | Group size: | Duration: |
| 5. Conflict Solving Strategies | Small group  Large group | 15 min |

# Purpose:

* To reduce conflict and improve communication

# Description:

It is common to deal with people who think differently from us. For an apparent matter of respect, to assert our opinion we connect to what he/she is telling with a "yes, but .... " as if that "but" erases what has been said before to give strength, with some arrogance, to our point of view.  
The exercise is done in the following way:

•    Participants are divided into pairs, every pair has a person "A" and "B";  
•    The pair in the first 5 minutes will choose two topics on which they disagree (e.g.: "A" likes the mountains and cannot stand the sea, while "B" the opposite);  
•    "A" and "B" will try to convince the other person about his/her point of view (e.g.: "A" tries to convince "B" that the mountain is better than the sea);  
•    Neither "A" or "B" can say the word "but" or synonyms;  
•    Each time a member of the couple will listen to a "but" he/she will immediately stop the conversation saying loudly "You said BUT!!!"  
•    At the end who says less "But" wins the game.

# Material:

# stopwatch

# Methods:

Discussion, experiential learning

# Source/Literature:

Modified and adapted by LiberEta from: Getting to Yes: How To Negotiate Agreement Without Giving In – Roger Fisher, William Ury Bruce Patton - 1981