Going Below The Line for Conflict Resolution

Focus Above the Line => Escalation

Issue of Disagreement or Conflict:
"Who gets the particular spot on the bed"

Party A (E) | **Party B (C)**

What's important to you?
- Values
- Interests
- Needs and Wants

Proximity to water bottle
Ability to have legs flop over bed
Overall comfort because I'm sick

What's important to you?
- Values
- Interests
- Needs and Wants

That E is flexible and doesn't always get her way

Focus Below the Line => Understanding

Source: Woody and Judy Square "Marriage Tune Up"