TELESCOPING

In his book *How Minds Change*, David McRaney highlights the importance of self-persuasion in getting people to change their minds. One way to encourage the kind of introspection that can lead to self-persuasion is through "telescoping." Here's how it works:

START BROAD

Start a conversation by asking a broad question.
For example, "What did you want to be when you were little?"

NARROW SCOPE

Allow the person to answer and then ask another question only if it is directly related to what the person shared. If they said, "I wanted to be a professional baseball player" you might ask, "What made you so interested in baseball?"

FOCUS IN

All the person to answer and then, again, only ask a follow up that is directly related to that answer. So, if they say, "My grandpa was always watching baseball and often played catch with me" you might follow up with, "It sounds like that was really important to you. Were you close with your grandpa?"

The idea with telescoping is that you start with something big and through specific, focused follow-up questions, you get increasingly narrower until you've ultimately gotten to someone's core identities, needs, interests, and values. It is there that change happens.

Telescoping is a way to build rapport and dive deep quickly, making it an effective tool for having hard conversations, trying to find common ground, and supporting others in self-reflection.



Source: David McRaney. ***How Minds Change: The Surprising Science of Belief, Opinion, and Persuasion***.

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