

# WHAT IS THE LARA METHOD?



## LISTEN WITH INTENTION

Listen with an intent to understand what the speaker means, not just what they're saying. Pay special attention to their feelings.

Listen for commonalities. Set aside your own agenda and desire to change the speaker's mind. Make it your goal to learn what the speaker feels and thinks.

## AFFIRM FEELINGS OR SHARED VALUES

Affirming makes the speaker feel heard and understood and builds common ground. Affirming isn't agreeing, but acknowledging what is shared between you and the speaker.

"What I hear you saying is..."  
"It sounds like you feel..."  
"I appreciate you bringing up..."  
"We both seem to agree that..."



## RESPOND TO CONCERNS OR QUESTIONS

Respond to the issues the speaker raised and the underlying needs behind them. Responding directly shows you take the speaker's concerns seriously and are genuinely interested in exploring your differences.

Avoid labeling or attacking the speaker and portraying your perspectives as universal truths or facts. Use I-statements to frame your responses such as "I feel" or "I believe."



## ASK QUESTIONS AND ADD INFORMATION

Asking open-ended questions helps you gain a better understanding of the speaker's perspective and shows you are genuinely interested in sharing information.

"How did that make you feel?"  
Why do you think you reacted that way?"

Wait to add information, or your own perspective, until after you've asked questions and understood the speaker.

