



The art of dialogue

Noelle Aarts

Carbon Storage Dialogues

Den Haag, 11 april 2024





THE SEA LEVELS ARE RISING AND SO ARE WE!

CALL IT WHAT YOU WANT THE CLIMATE IS CHANGING WHY AREN'T WE?

THERE IS NO PLANET B

RESPECT EXISTENCE OR EXPECT RESISTANCE!

WY EISEN IJS



I'VE SEEN BETTER CABINETS AT IKEA



DESTROY THE PATRIARCHY

ONE PLANET ONE COUNTRY

NOT GIRL SUMMER SHOULD ONLY BE SEASONAL

EERLIJKE KLIMATACTIE NU

THE ONLY THING SCARIER THAN WINTER IS COMING WOULD BE WINTER IS NOT COMING

HET IS NIET TE LAAT!

WE NEED MORE THAN BLAH BLAH BLAH

PROTECT THE PLANET NOT THE PROFIT

STOP DENYING OUR PLANET IS DYING

GEEN HALVE MAATREGELEN

NO Planet B





IEDEREEN VLIEGEN
CONSUMEREN, GENIETEN
DE BOEREN ZYN
DE ZWARTE PIETEN!

EN
EREN

VLIEGTUIGEN & AUTOS
... COAT





CO₂-PLAN
ADENBENEFMEND

Gemeente Garandrecht
de mond gesnoerd
Carnisselande
gedegradeerd tot
afvalputje.

CO₂SLIKKEN
ISSTIKKEN

CO₂
IS NEE

CO₂SLIKKEN
ISSTIKKEN

LENGE



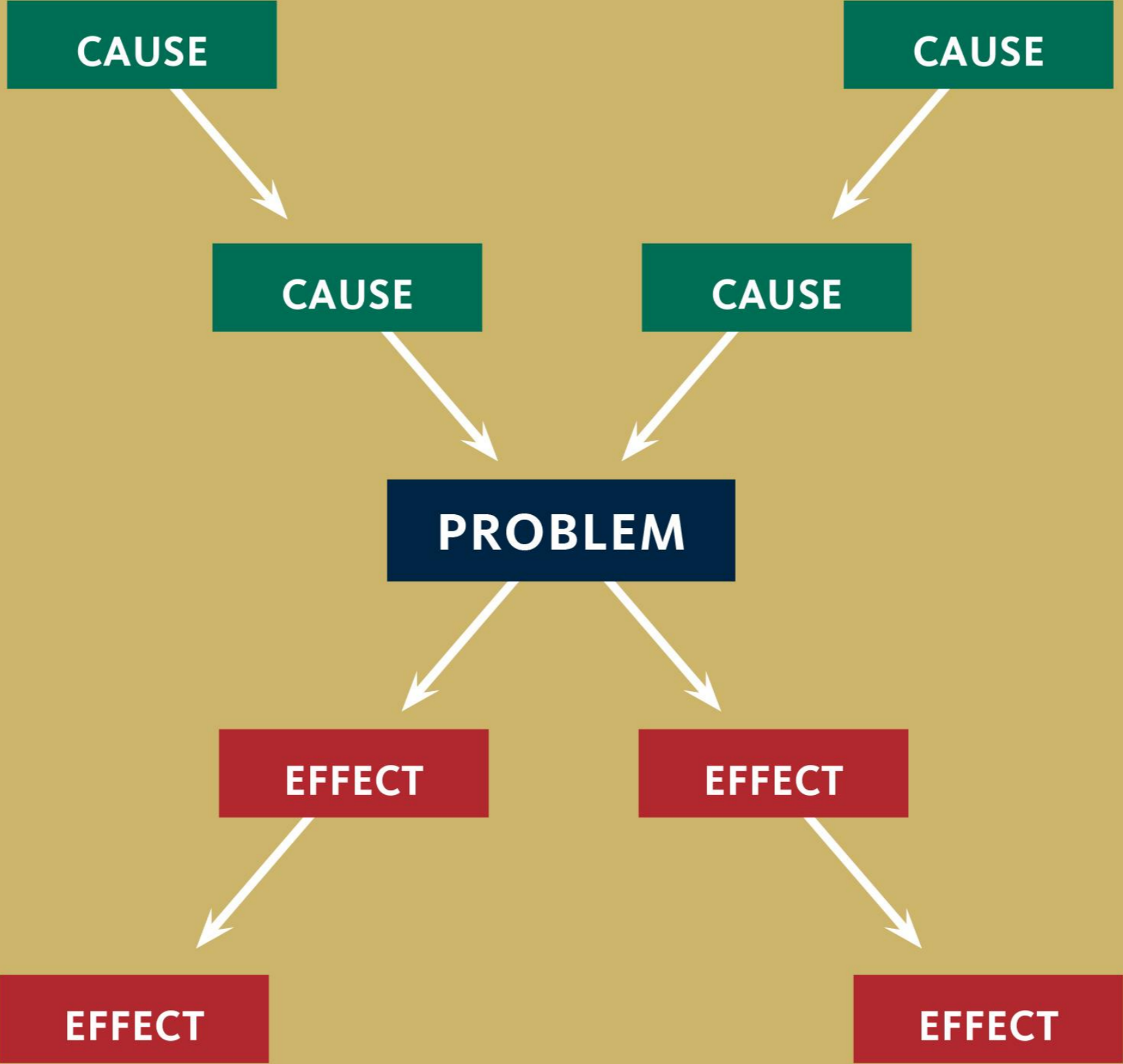
Complex problems

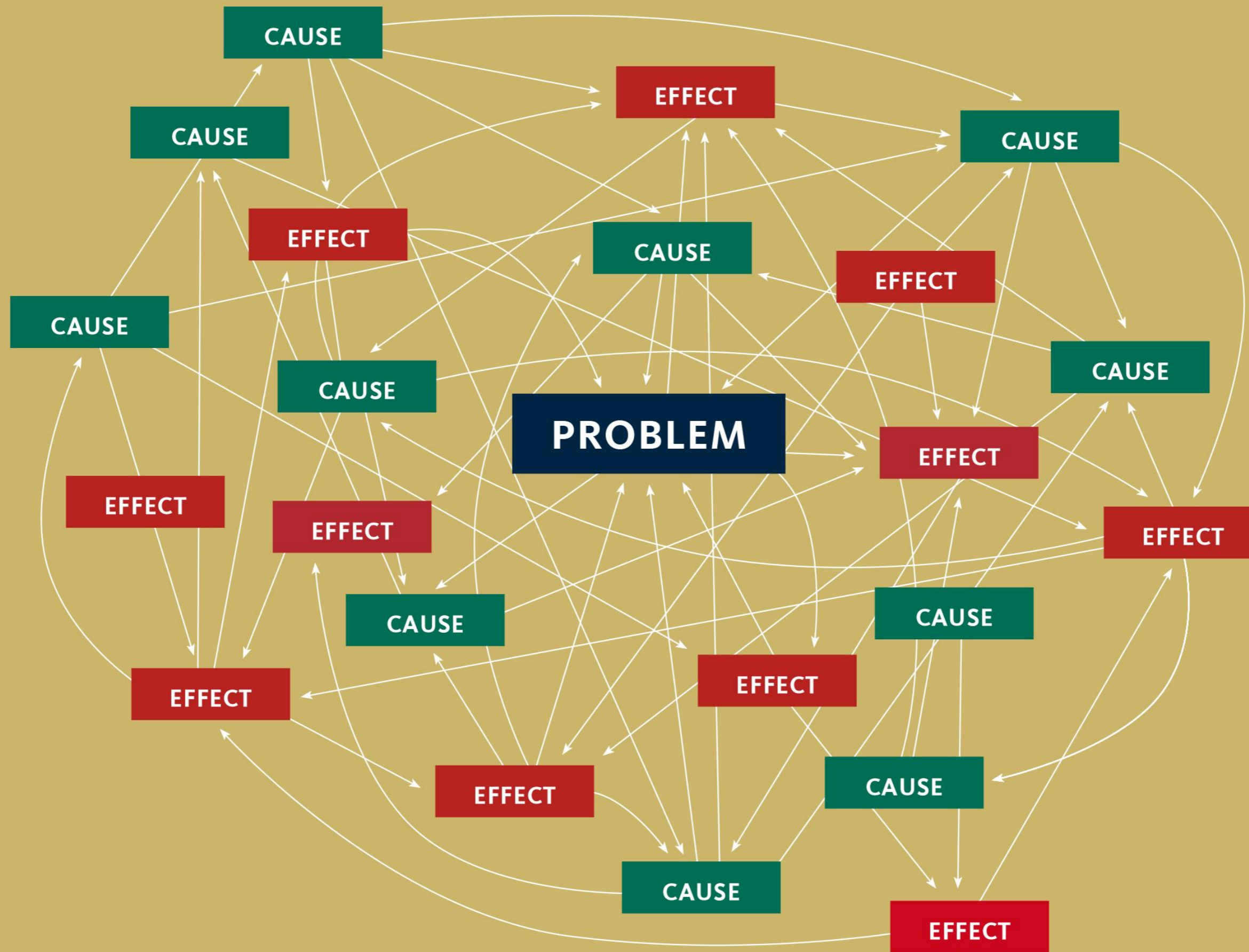
People involved with different backgrounds, interests, beliefs and objectives

Uncertainty about causes, consequences and (future) remedies

Rules and regulations from different levels of government

Powerful, resilient coalitions and dependencies





GEEN KOGELS
MAAR
WOORDEN

...vaders zijn
GEWELD!

Den Haag

NIET DODE
NAMENS
MIJ!

DIALOOG
IS DE
OPLOSSING



a dialogue means

- no opponents, no winning
- respecting different perspectives
- exploring underlying assumptions, norms, concerns

The Art of Thinking Together!

An illustration of a large crowd of people, all wearing blue shirts. The people are shown from the chest up, facing each other in various directions, with their hands raised as if in conversation. The background is a light beige color. The text "what happens in conversations...." is overlaid in the center in a white, bold, sans-serif font.

**what happens
in
conversations....**

Self-referentiality means that people

- perceive the environment from a completely own idea about what is important and/or true and what not (*“what does it mean to me?”*)
- without being aware of doing so

Luhmann, 1990

Self-referentiality is about selecting and constructing stories that make the outside world comprehensible, reduce perceived threat and confirm our identities, based on experiences, expectations and ambitions

Van Herzele & Aarts, 2015

Self-referentiality makes people

- feel comfortable with what they already know
- feel comfortable with people who have the same opinion
- tend to mainly communicate with like-minded people

As a consequence, existing impressions, associations, opinions and perceptions are reproduced and reinforced



talk TALK talk
talk TALK talk
talk talk talk talk
talk talk talk



Strategies to construct credibility for our perspective

- Enlarging the issue by
 - Generalising
 - Connecting separate events
 - Exaggerating

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- Using disclaims
- Blaming and insulting, stereotyping and stigmatising



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fact

frame

opinion

perception

feeling

truth

emotion

fake news

perspective

Citizen concerns

Is the information understandable?

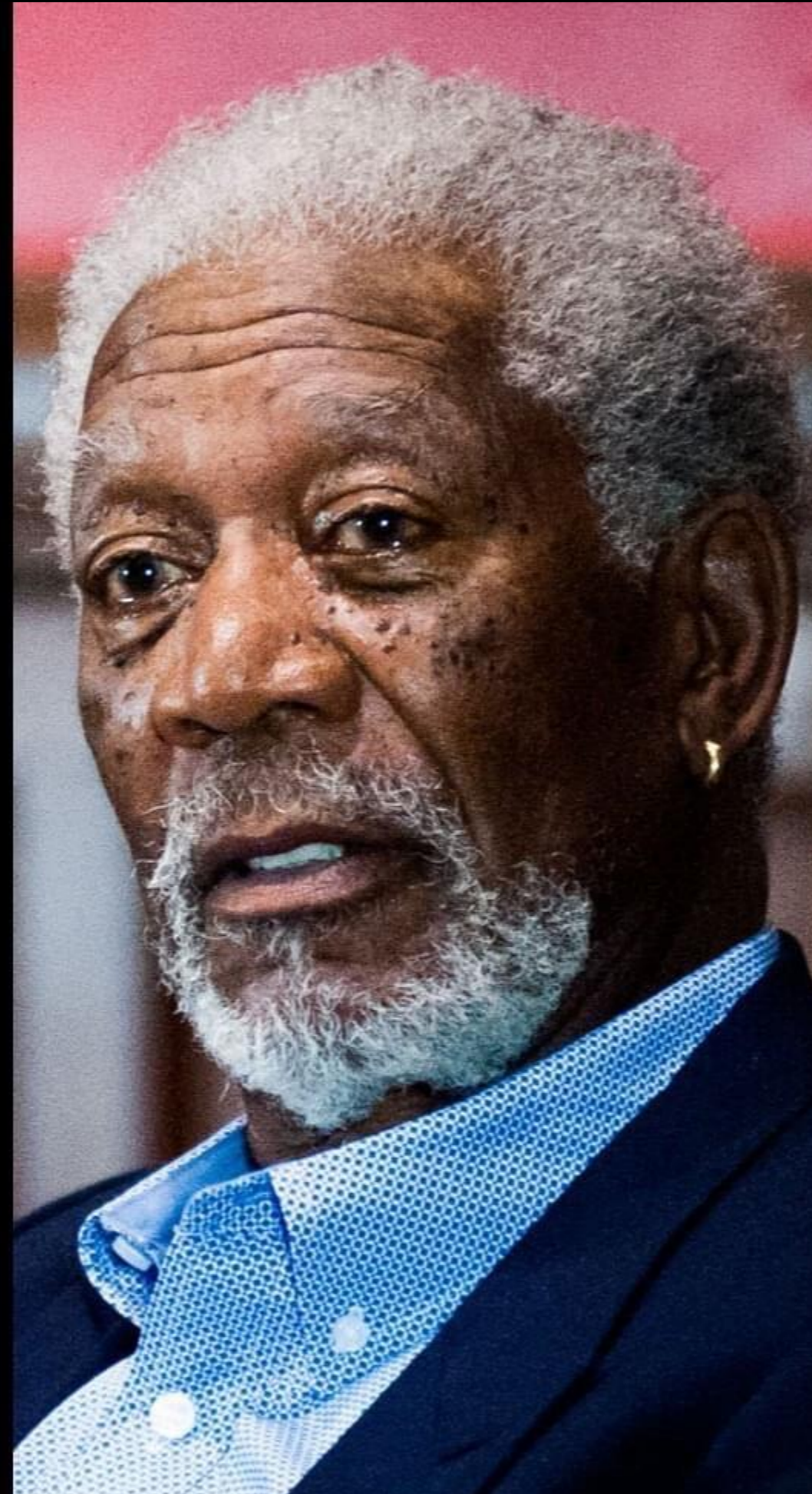
Is the information useful? For Whom? How?

Do experts take citizens' experiences and concerns seriously?

Are experts willing to critically reflect their standpoints?

In what context do experts work? Whose interests do they serve?

**Most people do
not listen with
the intent to
understand;
they listen with
the intent to
reply.**

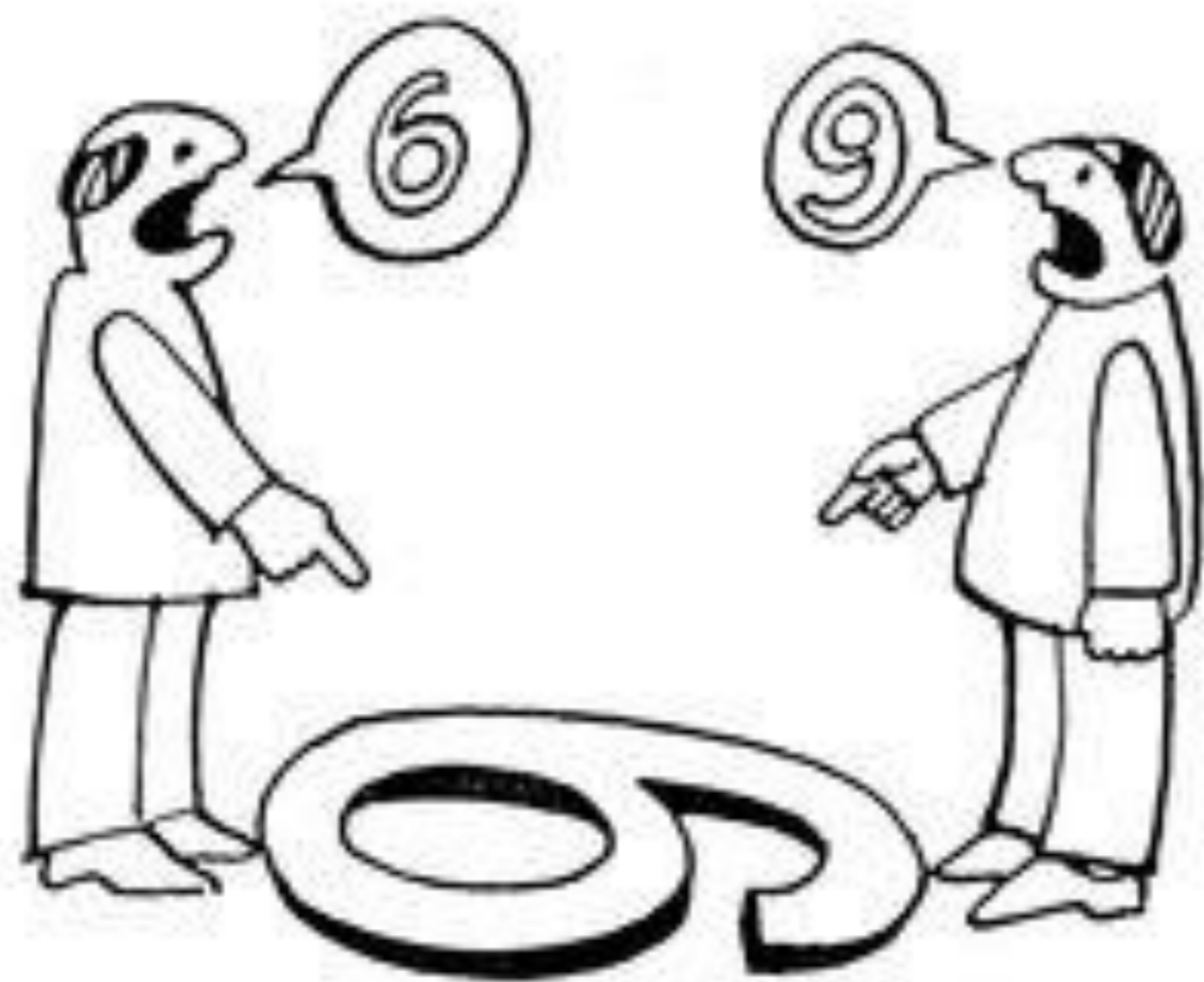


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- Be sure to collectively make a next step

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Thank
you!