**Approaching Differences Diagram**- Entry Posture Model- **additional notes**

Originally called the Entry Posture Model and developed for training of cross-cultural missionaries. Over the years it has been expanded in its application to offer insight into any human encounter where difference of any kind exists in the intersection/exchange- i.e. opinions, beliefs, values, politics, culture, worldview, etc. And now also being referred to by some as the Approaching Differences Diagram.

The Approaching Differences Diagram is a tool that can help us to better understand/respond across presenting differences with others. *The focus of this cycle is on the left side- and the healthy entry posture level!* Note: our very posture can impact relational outcomes.

**Definitions:**

***Healthy Entry Posture Level (path)***

Trust- a posture that assumes the best intentions behind other’s opinions or behaviors especially when feeling dissonance of any kind.

Acceptance- entering relationships/conversations recognizing others for who they are a human being- valued by God.

Adaptability- the ability to be flexible where able should a situation or interaction doesn’t go the way you had hoped or planned.

Openness- a willingness to be appropriately vulnerable and honest with others for the sake of the relationship.

***Unhealthy Entry Posture Level (path)***

Suspicion- a posture that assumes the worst intentions behind other’s thoughts/behaviors. The opposite of trust.

Fear- believing that someone is dangerous, likely to cause pain or threat. Note: If this threat is real then it would be important to not engage the other alone.

Superiority- believing that my way is inherently better than others. I have a strong sense of being right in most everything.

Prejudice- the tendency to form an opinion, usually negative, about a person, situation not based on reason or actual experience, but on perception.

**Several other key insights:**

This tool recognizes and normalizes that within every encounter where difference presents itself that dissonance and supporting emotions surface in the space/moment.

This tool also recognizes that we have a choice regarding how we respond to dissonance and its emotions, and our response will greatly impact the potential outcomes in the relationship.

So, managing our emotions versus being controlled by our emotions is a critical skill in the process as well.

Also, at-least on the frontend, we must develop the discipline of suspending judgement with the other person in order to pursue greater understanding.