**Discourse** a continuum
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1. **Orwellian language**
   - lying or reframing so as to deceive or manipulate in order to gain one's own ends

2. **pronouncement**
   - authoritarian
   - one-way message
   - inequality of power
   - no intention of exchange
   - "I know what is best"

3. **polemic**
   - "argument is war" (Lakoff)
   - i.e. Crossfire
   - lack of listening
   - aggression
   - sparring
   - use of intimidation
   - efforts to discredit 'opponent', sometimes by any means, whether true or false
   - one version of the truth

4. **debate**
   - implies fixed positions
   - making arguments, point by point
   - winners and losers
   - right or wrong
   - reasoned, logical
   - efforts at "winning"
   - one is chosen
   - legalistic (courtrooms, judgments, punishments)
   - lack of ambiguity

5. **discussion**
   - civil discourse
   - give and take
   - negotiation
   - problem-solving
   - efforts at persuasion
   - conciliation
   - consensus
   - examination and "breaking apart" of issue
   - seeing its elements

6. **dialogue**
   - appreciation of common ground
   - requires conditions of trust
   - based on listening
   - equality
   - potential for discovery
   - insight
   - expanded understanding
   - entering the unknown place beyond "positions"
   - erotic, like a dance
   - exploration
   - play
   - innovation
   - creativity

6a. **silence**
   - open to the unknown
   - collective wisdom