

ALARA Quick Reference

Acknowledge → Listen → Ask → Reframe → Ask Again

The ALARA Method

This isn't a debate framework. It's a conversation framework. The goal isn't to "win" — it's to keep the door open.

A — Acknowledge

Validate their perspective without agreeing.

"That's a deeply held belief for a lot of people, and I respect that."

L — Listen

Ask a genuine follow-up question.

"Can I ask — is that a religious belief for you, or more of a cultural thing?"

A — Ask

Go deeper with curiosity.

"What do you think our obligations are to animals while they're alive?"

R — Reframe

Introduce your perspective through common ground.

"Most people I talk to agree that animals shouldn't suffer unnecessarily. That's what I focus on too."

A — Ask Again

One small invitation.

"Would you be open to hearing about one specific thing I learned?"

Worked Example

Objection: "Animals were put here for us to eat."

Step	What You Say
Acknowledge	"That's a deeply held belief, and I respect that it's part of your worldview."
Listen	"Is that a religious belief for you, or more of a cultural thing?"
Ask	"What do you think our obligations are to animals while they're alive?"
Reframe	"Most people agree animals shouldn't suffer unnecessarily. That's actually what I focus on too."
Ask Again	"Would you be open to hearing about one thing I learned about how chickens are raised?"

Notice: You didn't argue. You didn't lecture. You didn't say they were wrong. You found common ground and used it as a bridge.