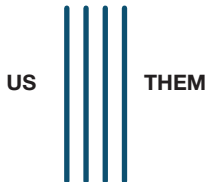


FIGURE 11.7 Lines of Differentiation Between “Us” and “Them”

Likelihood of Hostilities

More



**Parallel or Coextensive
Lines of Differentiation**

Less



**Crosscutting Lines of
Differentiation**

Note: Imagine that each line represents a division in society between groups based on religion, ethnicity, political party, economic status, language spoken, skin color, or other factors. Parallel lines of differentiation divide people in each conflict along the same lines. *Crosscutting lines* cut the differences, so that people who were part of “them” in a previous antagonism become part of “us” in the present discord. This lessens the likelihood of deep and permanent hostilities within a social unit.