

Get on the same side of the table

Joel Chippindale, CTO Coach @ Monkey's Thumb
July 2025
LeadDev London





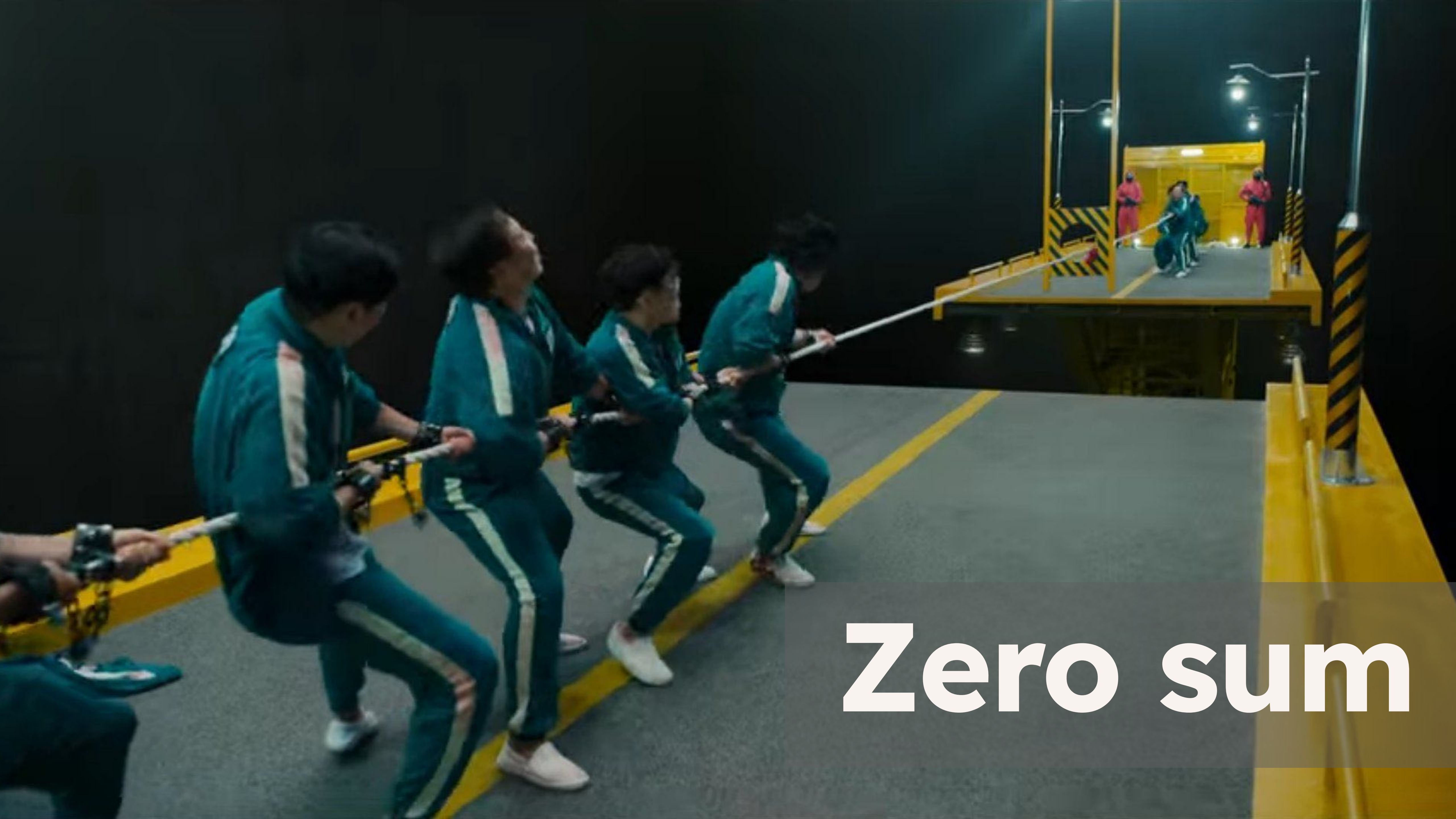
**Stuck in
disagreement**

Joel Chippindale

- CTO Coach at Monkey's Thumb
- Member of the Founder Coaches Network
- Former CTO, COO and software developer



$$2 + 2 = ?$$



Zero sum



**What do
we need?**

A close-up shot of a person's lower legs and feet. They are wearing light blue denim jeans and white socks. On their feet are highly decorative cowboy boots with intricate, swirling patterns in a metallic, rose-gold or copper color. The boots are standing on a dark, highly reflective surface, which creates a clear mirror image of the boots and the person's legs. The background is blurred, showing what appears to be a wooden chair and some greenery, suggesting an indoor setting with large windows or a glass door.

**Put yourself in
their shoes**

**How can you
break this
cycle?**

**Let go of your
certainty**

**Get curious,
ask questions**

Their challenges?

Their worries?

Shape of success?

Impact they seek?

← And what else? →

↓ Tell me more ↓

Benefit #1

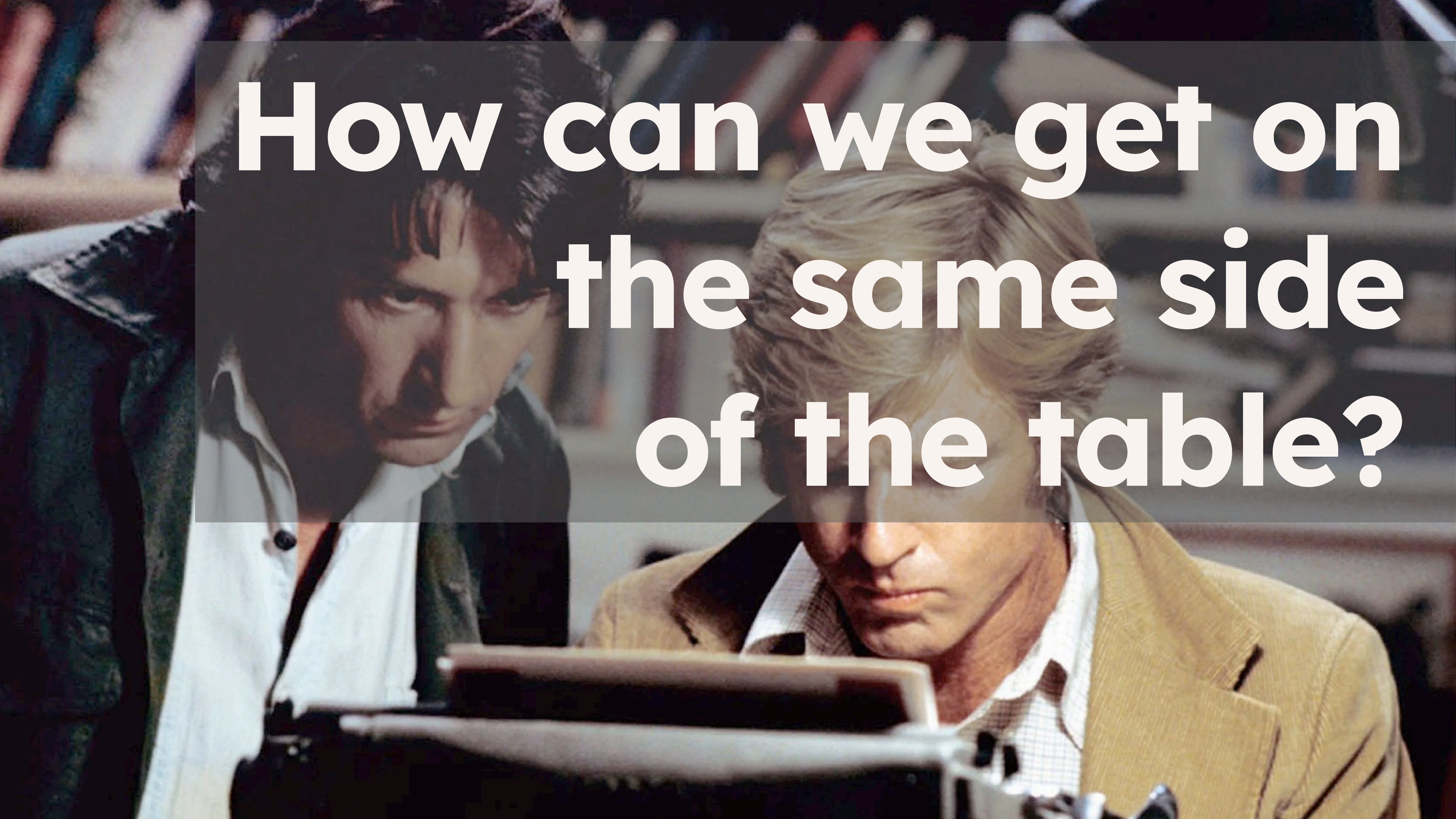
You build trust

Benefit #2

You work together

Benefit #3

**You make
better decisions**

A still from a movie showing two men in suits. The man on the left has dark hair and is looking down at a document. The man on the right has blonde hair and is also looking down at the document. They are in a library or office setting with bookshelves in the background. A semi-transparent dark grey box is overlaid on the image, containing white text.

**How can we get on
the same side
of the table?**

“...when individuals feel listened to, they tend to listen to themselves more carefully and to openly evaluate and clarify their own thoughts and feelings. In addition, they become less defensive and oppositional and more willing to listen to other points of view...”

Chris Voss, from “Never Split The Difference”

What will you do?

Thank you



Slides

- <https://monkeysthumb.co.uk/leaddev-jul-25/>

Stay in touch

- joel@monkeysthumb.co.uk
- <https://monkeysthumb.co.uk/>
- <https://www.linkedin.com/in/joelchippindale/>

Joel Chippindale, CTO Coach @ Monkey's Thumb

July 2025

LeadDev London