

Get on the same side of the table

Joel Chippindale, CTO Coach @ Monkey's Thumb
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A man and a woman are in a room with wood-paneled walls. The man, on the left, is wearing a white shirt, a dark tie, and suspenders. He is leaning over a table, looking at a large map or document. The woman, on the right, is wearing a brown jacket and a patterned scarf. She is also leaning over the table, looking at the same document. A bottle of water and a glass are on the table. The text "Stuck in disagreement" is overlaid on the image in a large, white, sans-serif font.

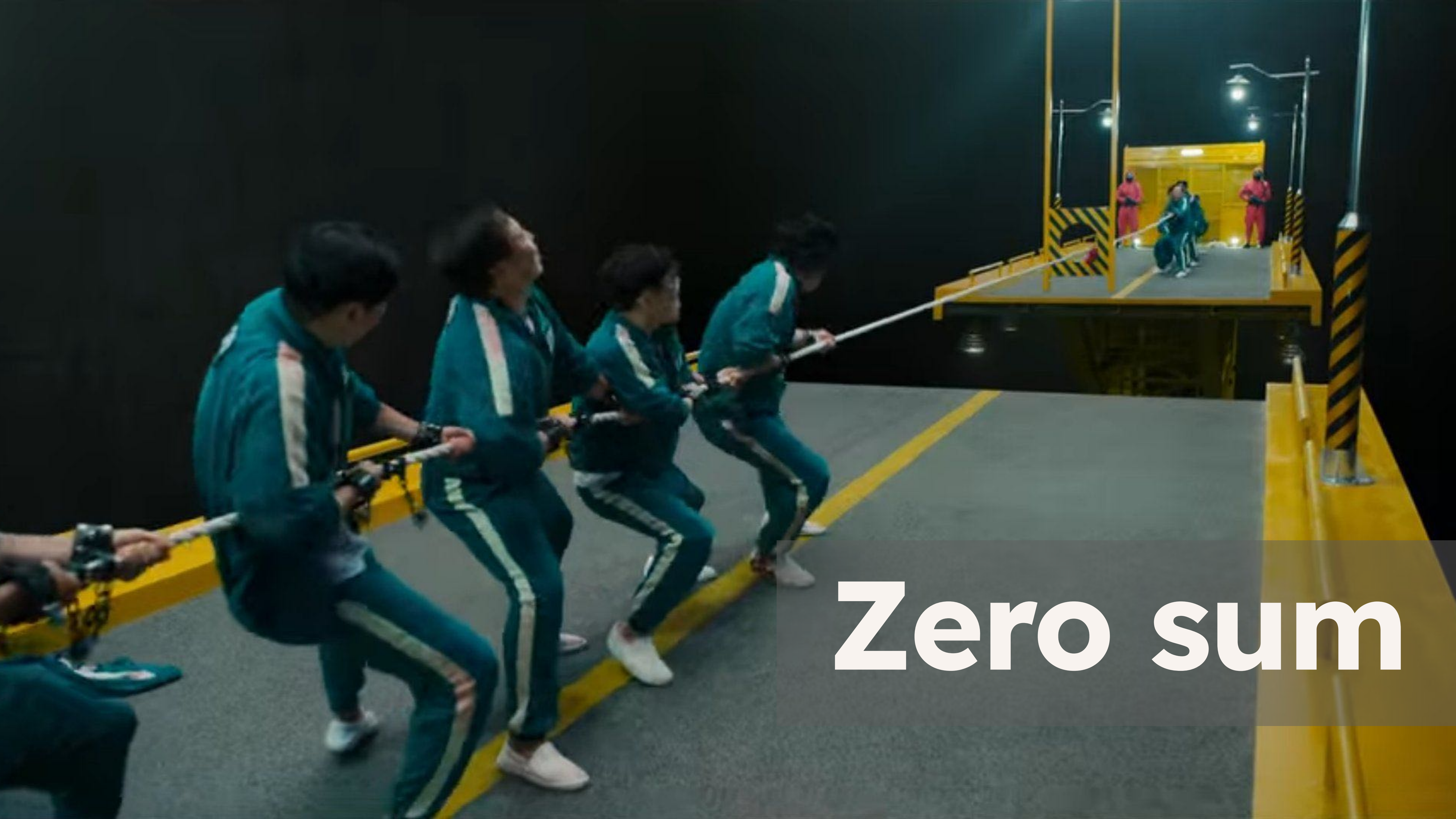
**Stuck in
disagreement**

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- Former CTO, COO and software developer



$$2 + 2 = ?$$



Zero sum



**What do
we need?**

A close-up, low-angle shot of a person's legs from the knees down. They are wearing light blue denim jeans and white crew socks. On their feet are highly decorative, high-heeled shoes with a complex, swirling, metallic pattern in a rose-gold or copper color. The person is standing on a dark, highly reflective surface, possibly a polished floor or a pool of water, which creates a clear reflection of the shoes and the lower part of the legs. The background is blurred, showing what appears to be an outdoor setting with greenery and a wooden structure. A semi-transparent dark grey rectangular box is overlaid on the right side of the image, containing the text.

**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

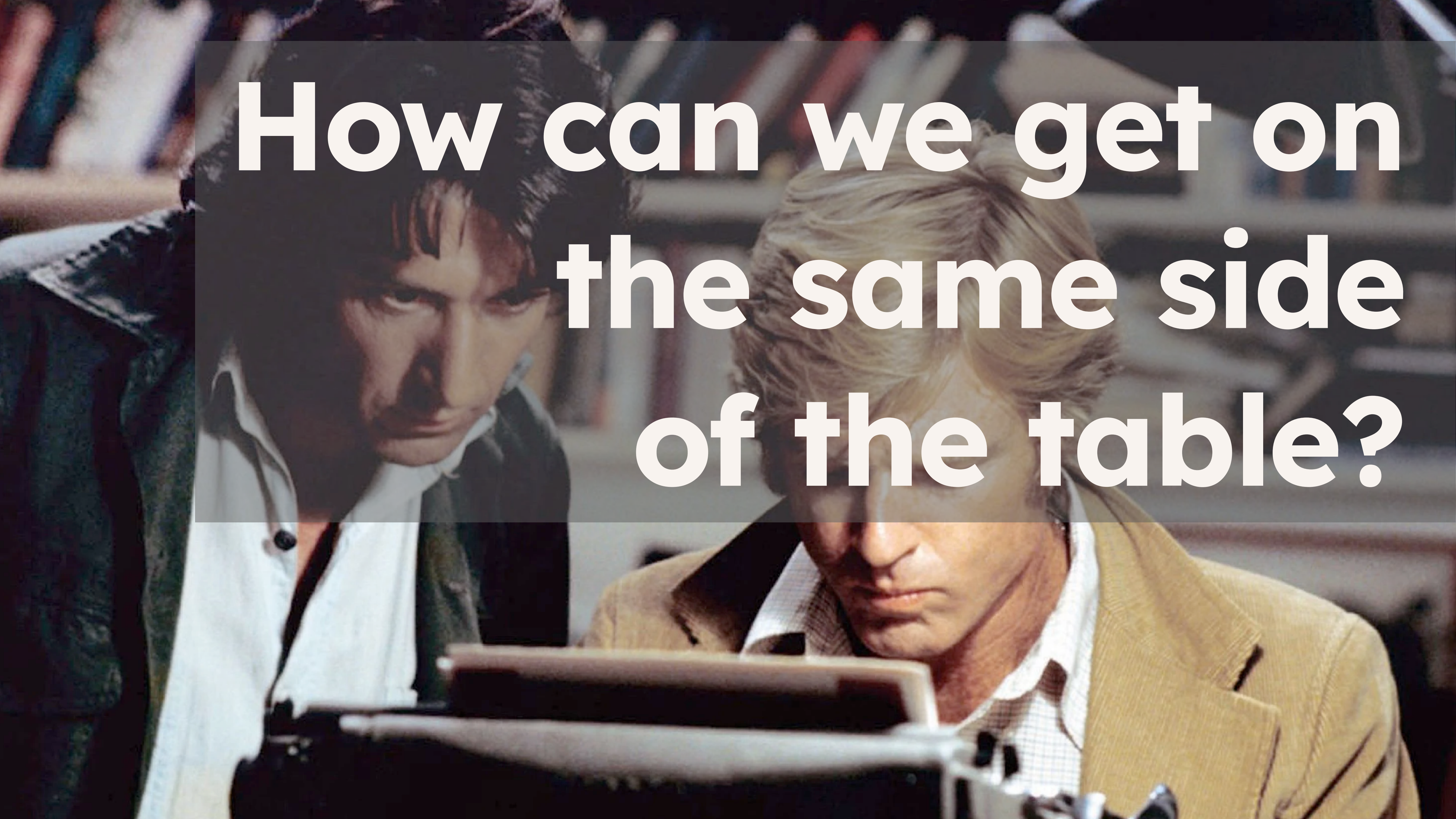
You build trust

Benefit #2

You work as a team

Benefit #3

**You make
better decisions**

A still from a film showing two men in suits. The man on the left, with dark hair, is looking down at a document held by the man on the right, who has blonde hair. They are in a room 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

Get in touch or ask more questions

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