

# AGREEMENT SPOTTING: BRINGING IT INTO THE LIGHT

Start to tune into the language of agreement – *we could, if only, we should, we need to, they need to* – and think about ways to hit the pause button and create clarity when you hear it. Over the next few weeks, see if you can spot three examples and take notes below – what is the situation, what’s getting in the way, and how could you create clarity for yourself and others?

EXAMPLE 1	2	3
<p><i>The example:</i></p> <p><i>What needs to be made visible for progress to be made? (Hint: Think about tradeoffs and blockers.)</i></p> <p><i>What is getting in the way of alignment? (Hint: Think mindsets and group dynamics as well as organizational factors.)</i></p> <p><i>What conversations could I have to move us to alignment?</i></p>		