Decision Intelligence

Disagree Better

Eight prompts for a harder conversation. Start with the one you need.

01 Share the aim

What are we trying to get right?

02 Restate their view

Here's what I think you're saying. Have I got that right?

03 Say what you think

I think this will happen.
I'm about 70% sure.

04 Get specific

Describe what you'd expect to observe if the claim were true. What would we actually see if that were true?

05 What would count as sufficient evidence?

Say what evidence would be enough to change your mind.

06 Agree on a test

What could we check to tell which view is closer?

07 Look both ways

What would make me less sure, and have we looked for it?

08 Close the loop

What changed? What's still open? Who will check what next?