Know, Listen, Ask: A Micro-framework for Architects!

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# About

How can **architects** be **effective negotiators** in decision making?

Based on my observations, I realized, the following key steps are necessary, (among many others)

1. Know
2. Listen
3. Ask

Because, we often are not conscious of these, and instead double down on what we “already seem to know based on our biases” spurred further by our certitude.

# Know

Do the research. Fully understand the problem, opportunities, alternatives, beyond what we already know. This takes research. Have we done the research? Have we read everything we need to read? Are we displaying humility and learn all things around the problem?

Often, my observation is we don’t! We don’t become more knowledgeable because of this when we should.

# Listen

Listen to the arguments that are presented. Understand them. Give room to the presenters. Listen, listen, listen.

Formulate the questions. Understand their point of view. Can we learn more from their view, that we didn’t gain from before?

# Ask

Finally lay out the combined facts, not with certitude, but dispassionately, all of them.

Ask questions to the prosecutors to give them a chance to reflect and see if we can help them reach a better conclusion with “necessary compromises”.

Are we driving them towards “compromises”?