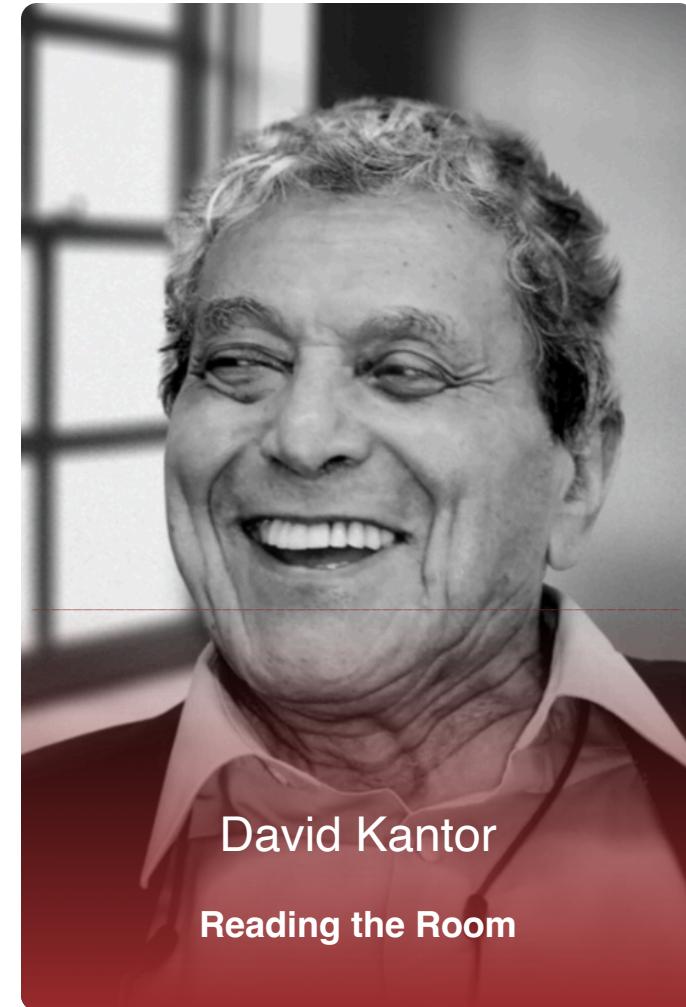
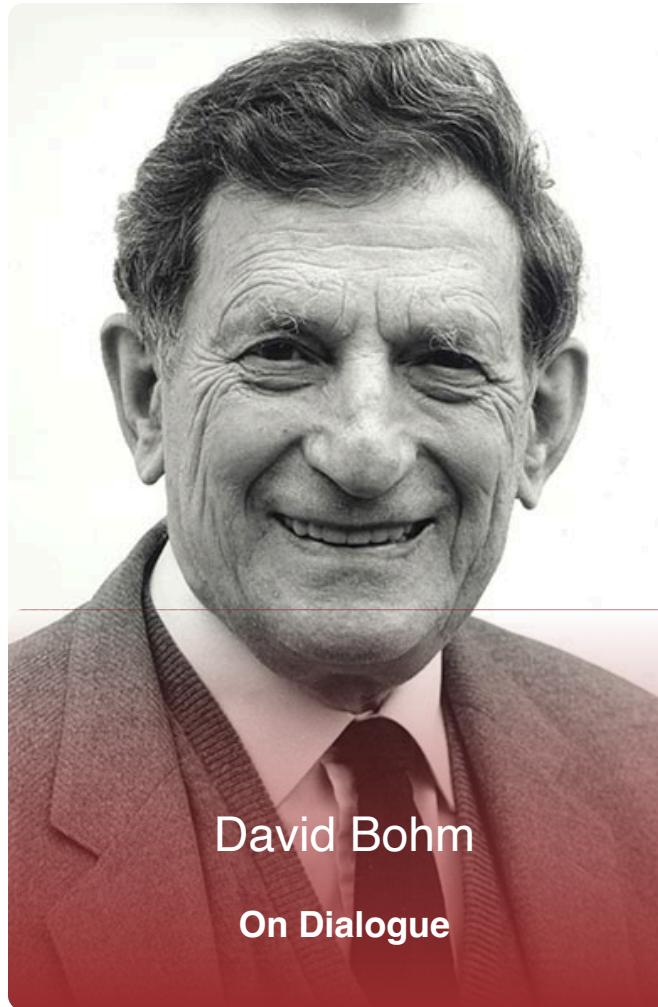
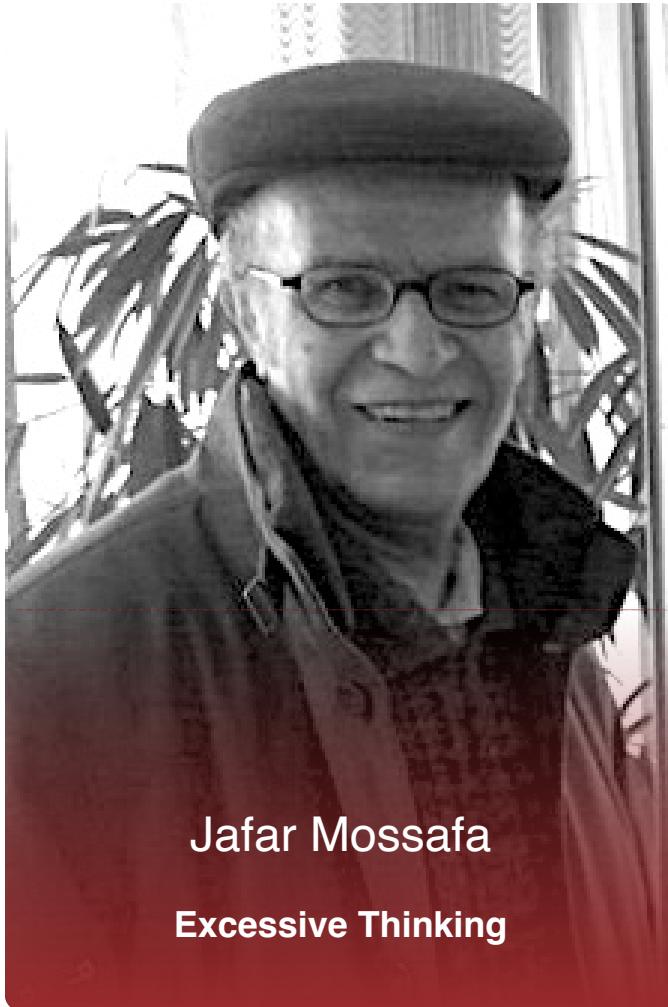


# Dialogue and The Power of Decision-Making

Perception | Dialogue | Execution

# Thought Leaders Who Inspired Me



# How Are Thoughts Made?

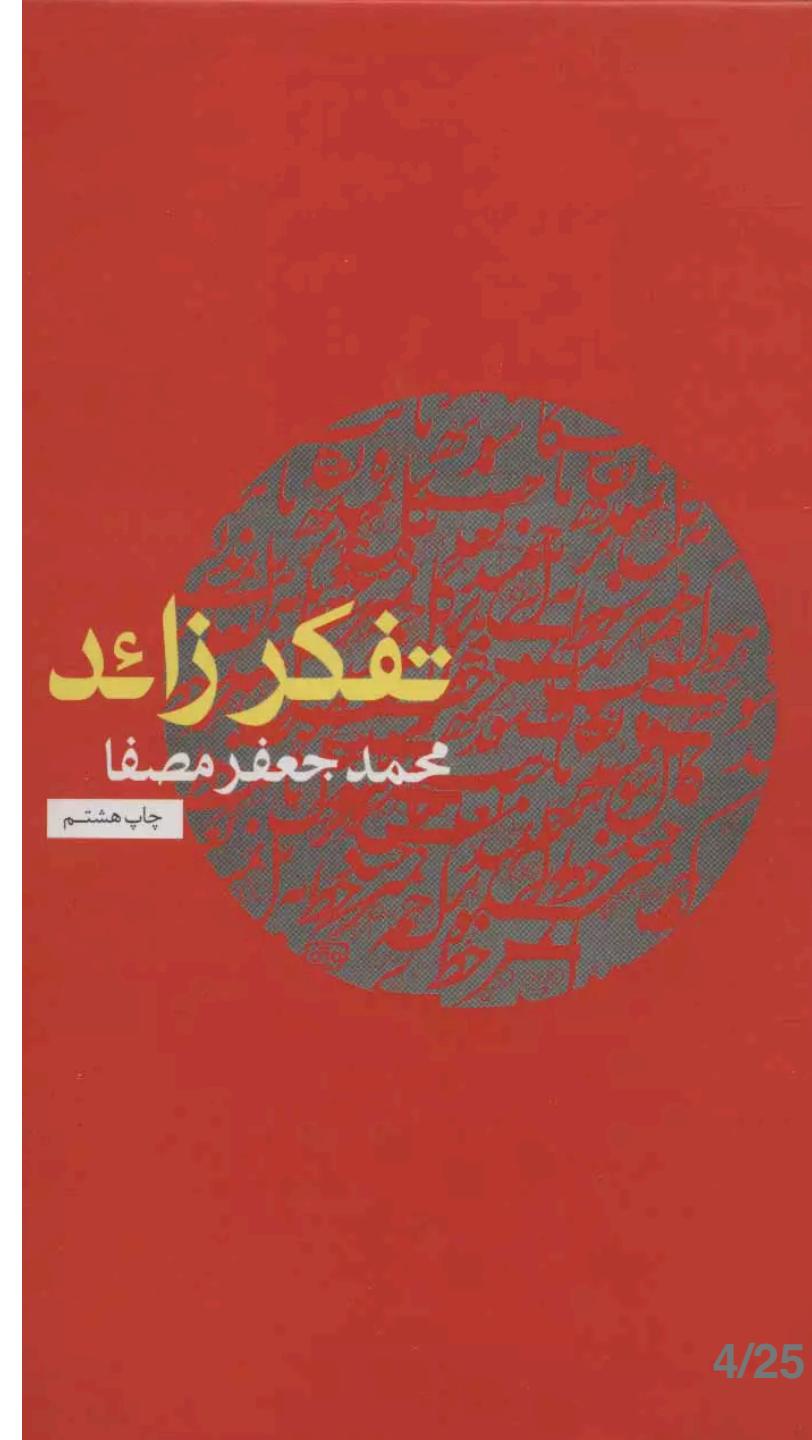
## The process behind our mental interpretations

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- Our thoughts shape how we interpret reality.
- Mohammadjafar Mosaffa's work "**Excessive Thinking**" explores how our perceptions often distort the truth.

# Excessive Thinking

## Interpretation vs. Reality

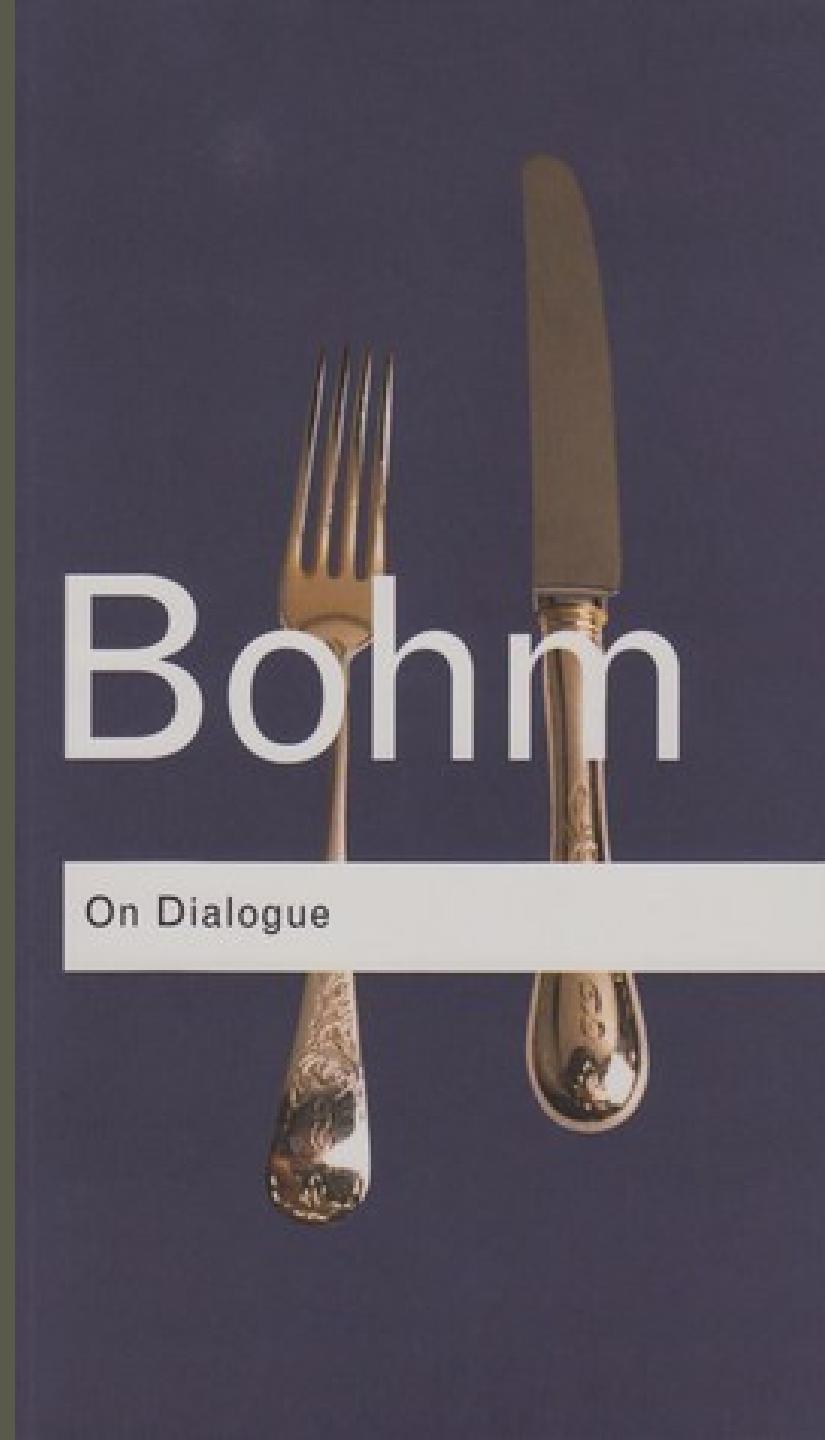


<b>What is - Fact</b>	<b>What we think - Opinion</b>
Red.	Perfect for a healthy snack.
There.	Reminds me of my childhood.
On the desk.	Too sour.
Round.	Overpriced.
Has a stem.	Represents temptation.

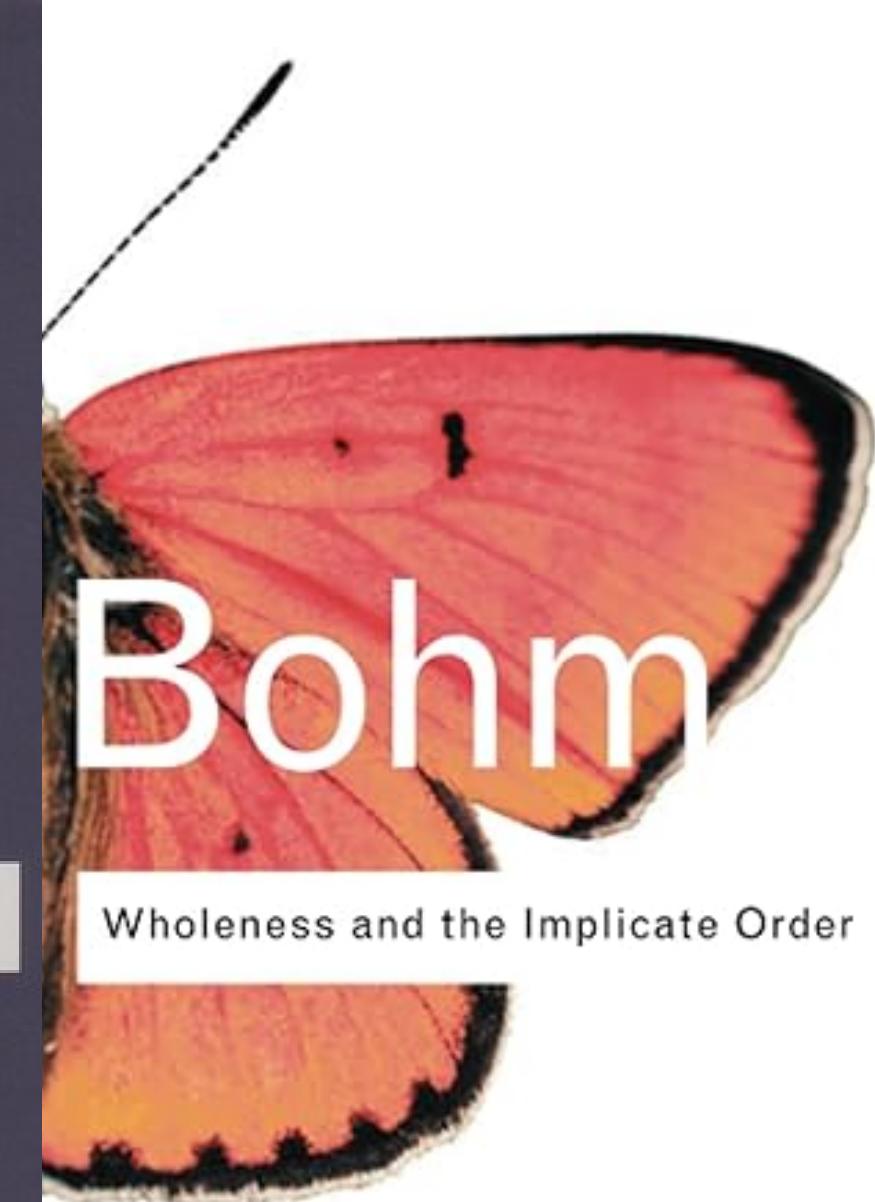




On Creativity



On Dialogue



Wholeness and the Implicate Order



## The Broken Watch

- Gears, Glass, Hands.

# From Perception to Fragmentation

Our perceptions often differ from reality, causing fragmented thinking and incomplete decisions. Bohm's dialogue **bridges** these gaps, offering clearer choices and helping unify perspectives. It's not about winning a debate, but about understanding each other and building meaning together.

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Perception	Reality
Sales drop due to new feature release.	Competitor launched a marketing campaign.

# What is Dialogue?

Dialogue is when people share ideas and listen without defending their own views. It's about understanding each other, suspending judgment, and creating meaning together. It's not a debate—it's about finding **shared understanding**.

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Term	Definition
Dialogue	A cooperative exchange aimed at mutual understanding.
Debate	A competitive argument where each side defends its point of view.
Negotiation	A discussion to reach a mutually beneficial agreement.
Conversation	Informal exchange of ideas or information between people.

# Effective Dialogue Principles

- **Suspension of Judgment & Listening to Understand**

In meetings, let everyone share their thoughts before deciding.

- **Whole-System Thinking & Collective Intelligence**

When planning a new feature, get input from multiple teams, not just development.

- **Co-Creation & Exploration**

In brainstorming, ask, "What if we tried this?" to get everyone involved.

- **Flow of Thought**

Let discussions unfold before refining them into action points.

# Decision-Making Framework

Decision Type	Accountability	Purpose	Decision Maker
No Decision	Inform 	Share info 	No decision yet
Your Decision	Delegate 	Guide 	The other person
My Decision	Consult 	Listen & Ask 	You
Our Decision	Consensus 	Facilitate Dialogue 	Both (Consensus)
Each Decision	Align 	Collaborate 	Both, separately



## No Decision - Inform

-  **Sharing info, no decision yet.**
-  Example: "*I found cool weekend spots.*"
-  Product Example: "*We're exploring AI-generated playlists.*"

## Your Decision - Delegate

 You trust the other person to decide.

 Example: "*You choose the destination!*"

 Product Example: "*Delegate analysis of AI-generated playlists to the data science team.*"

## My Decision - Consult

 You ask for input, but you decide.

 Example: "*What do you think of the beach? I'll decide.*"

 Product Example: "*Consult the legal team on user data, then make the decision.*"

## 🤝 Our Decision - Consensus

✓ You both decide together.

💡 Example: "*Let's choose a place we both like.*"

💡 Product Example: "*Hold a cross-functional meeting to decide the next product step.*"

## 🔍 Each Decision - Dialogue

✓ You make separate decisions but align them.

💡 Example: "You choose the hotel, I'll handle activities."

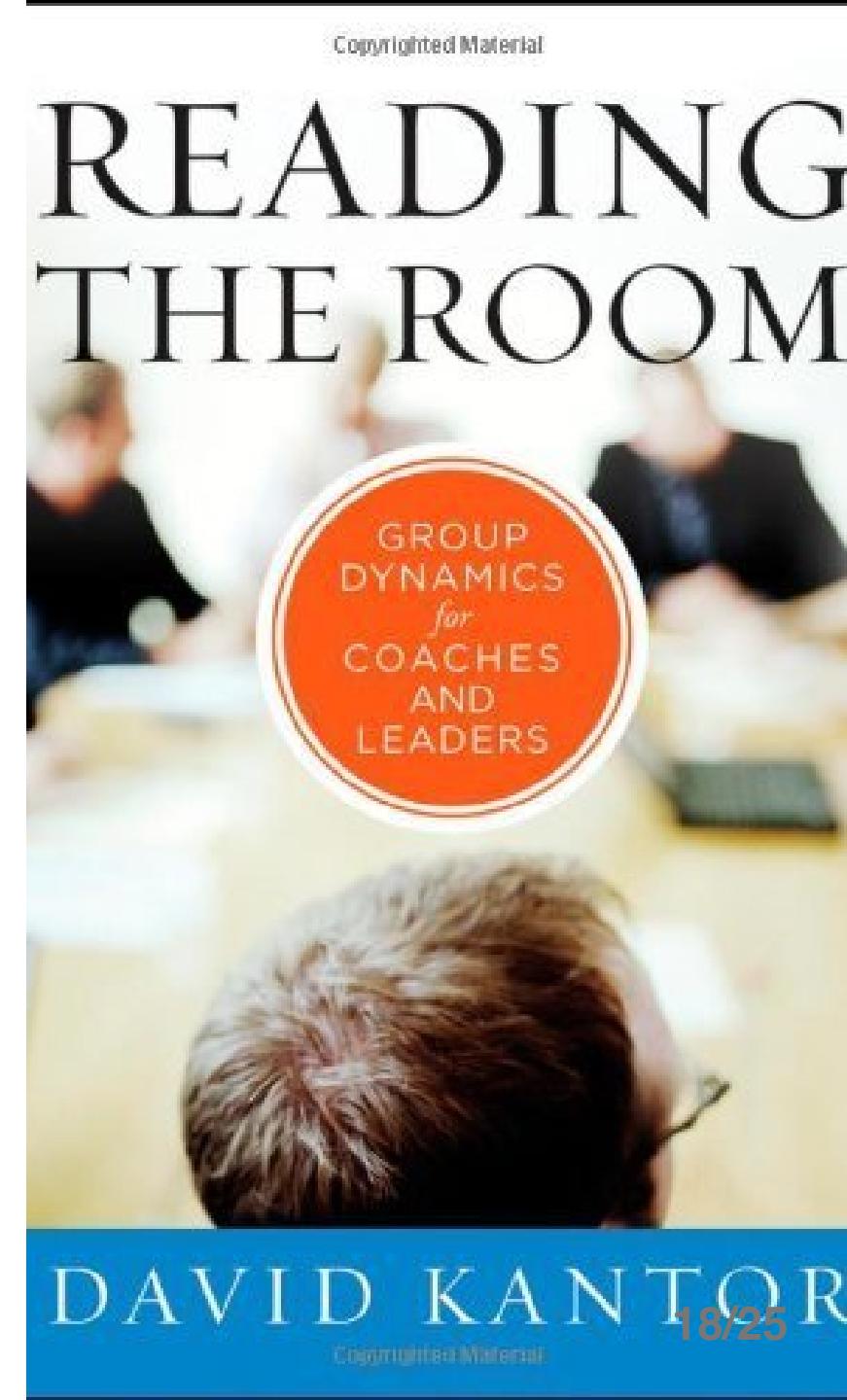
💡 Product Example: "Design handles UI, engineering handles infrastructure, both align with the vision."

# Planning a weekend trip

Decision Type	Description
 No Decision	Just sharing ideas
 Your Decision	Letting your partner choose
 My Decision	Asking for input, but making the final choice
 Our Decision	Agreeing together
 Each Decides	You pick hotels, they pick activities

## Kantor's Four-Player Model

Role	Description
🚀 Mover	Initiates ideas
✗ Opposer	Challenges ideas
👍 Follower	Supports ideas
👀 Bystander	Observes and reflects





# Mover

✓ Initiates ideas or actions.

💡 Example: "*Let's focus on improving the user onboarding process to reduce churn.*"

## X Opposer

 Challenges ideas and raises concerns.

 Example: "*I think onboarding isn't the root problem. We need to focus on faster load times.*"

## 👍 Follower

✓ Supports and builds on ideas.

💡 Example: *"I agree with Opposer. We should address speed issues before improving onboarding."*



## Bystander

 **Observes and reflects on the conversation.**

 Example: "*Both onboarding and speed are important, but let's consider our resources and timeframe.*"



## Q&A



### Thank You for Your Attention!



# Matthew Truth

Product Manager with **99999+** years of experience

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Dotin | RM Innovation | Zavié | Rey Branding |  
ParadiseHub | Avatech Accelerator | Ronevis |  
Parandeban | Press TV | White-Tower Coffee Shop |  
McDonald's Malaysia

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**"Great products are built by great Dialogues."**



@TruthOfMatthew