

Ethics - the Philosophic Approaches to Agreeing to Disagree

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Khazanah Megatrends Forum

Growth with Inclusion in an Age of Paradox: *Same Game, New Players*

KLCC, September 30th 2013

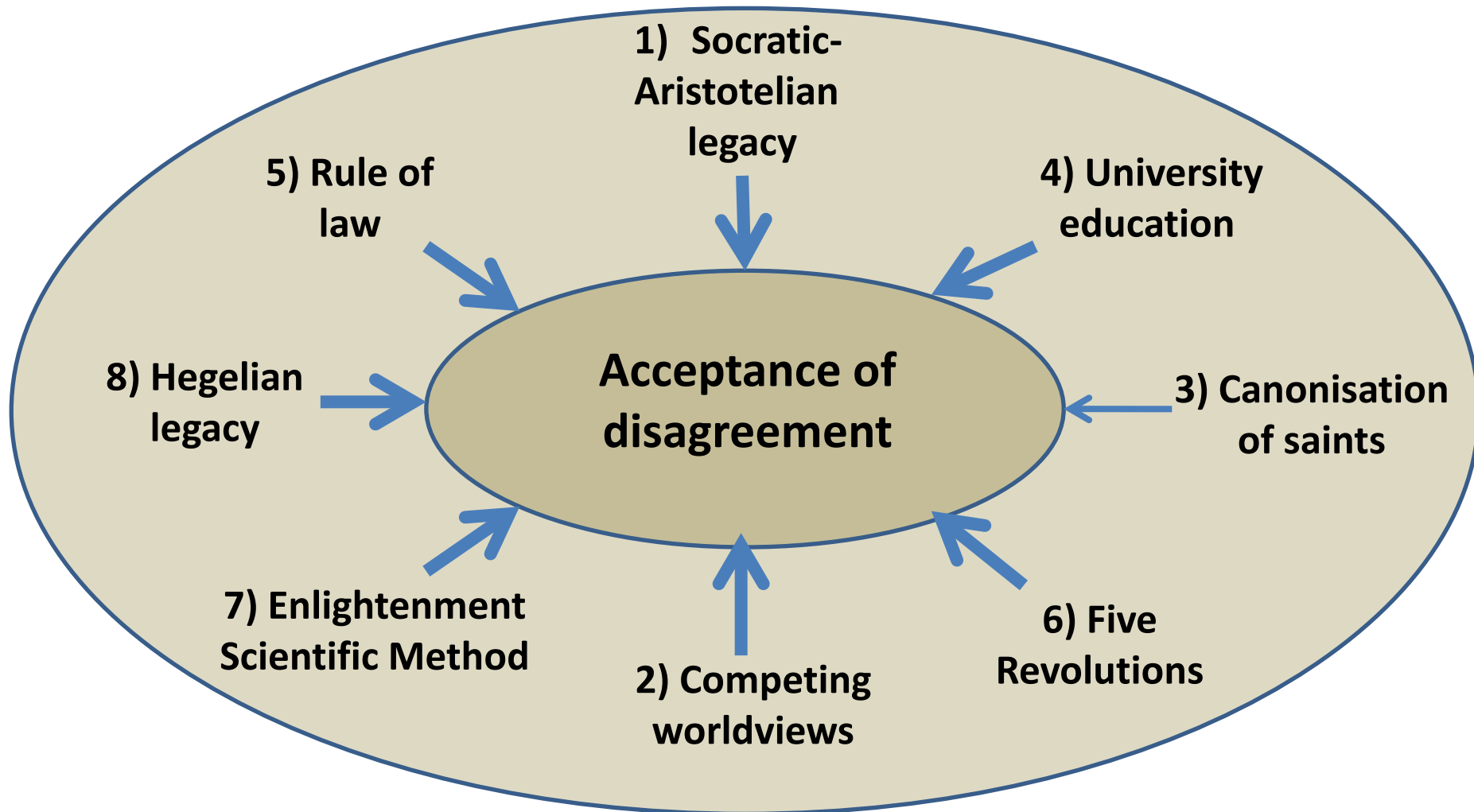
Disagreeing without being disagreeable

A Western perspective

1. Philosophical ecosystem
2. Nine techniques
3. Summary

Disagreeing without being disagreeable

Philosophical ecosystem



Disagreeing without being disagreeable

Nine techniques

1. **Socratic questioning**
2. **Aristotelian logic**
3. **Court Jester**
4. **Advocacy**
 - a. Devil's Advocate
 - b. Judicial process: Prosecution-Defence-Judgment
 - c. Dialectics: Thesis-Antithesis-Synthesis
 - d. "Loyal Opposition"; checks and balance on Executive
 - e. University and school debating societies
5. **Scientific method**
 - a. Abductive reasoning: Inductive + Deductive thinking
 - b. Doubter's Charter: disproof rather than proof
6. **Scenario thinking**
7. **Pre-mortems**
8. **De Bono's "Six Hats"**
9. **Dilemma reconciliation**

Disagreeing without being disagreeable

Summary

Alfred Sloan's solution:

“Alfred P. Sloan is reported to have said at a meeting of one of his top committees, **“Gentlemen, I take it we are all in complete agreement on the decision here.”**”

Everyone around the table nodded assent.

“Then,” continued Mr. Sloan, **“I propose we postpone further discussion of this matter until our next meeting to give ourselves time to develop disagreement and perhaps gain some understanding of what the decision is all about.”**”

Sloan was anything but an “intuitive” decision-maker. He always emphasized **the need to test opinions against facts** and the need to **make absolutely sure that one did not start out with the conclusion** and then look for the facts that would support it.

But he knew that **the right decision demands adequate disagreements.”** *Drucker*

Thank You

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