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## Context to the nugget conversation

David speaks about why it is often so hard for us to stay on the same side of the net. He links that to our tendency to go for the simple plausible story and build misplaced conviction around it.

## Transcription

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Deepak Jayaraman (DJ): And building on that David, you have been bringing this to students across 50 years. It is one of those things where it is easy to get it conceptually in the head. In your experience what are the common places where people often trip up in bringing this to life in their respective tennis courts?

David Bradford (DB): Well, let me first say you are absolutely right; it's easier conceptually to get it but to do it. And in fact, not infrequently, my wife says to me with exasperation you teach this stuff, why don't you do it? Because one of the problems is we all act like, well first of all, we protect ourselves and in protecting ourselves we try not to be vulnerable. But secondly, we try to understand the other person so we psych them out. So, we so quickly go to makeup stories. So, if you were to do something three times in a row it is sort of natural for me to say what sort of person is Deepak to do that. And then I am starting to make a story and as soon as I make a story, I am going to accuse you of it. Well, Deepak, aren't you doing that just because I am alone. And what we forget is the story I make up is my story; I don't know it. And not only that it is unnecessary. As my wife says, gee, I really was hurt when you said that, you are likely to share your attention. You are likely to say oh, I didn't mean that, I was just starting to get impatient and da da da da... so I don't have to make up the story but we do it so naturally.

## Reflections from Deepak Jayaraman

DJ: I am reminded of the conversation with Jennifer Garvey Berger (JGB), who speaks about 5 different traps that our mind gets us into because of thousands of years of evolution, one of them being falling for the simplest of stories.

JGB: *"we kind of fall in love with our own conclusions and we fall in love with our own stories without even noticing they are stories. You could hear it in our language like your people said, well, it's obvious that or it's totally clear that, I hear it in my language all the time and almost never is it actually obvious the thing that I am talking about and so forcing ourselves to listen to when we have a simple story. Like it's obvious what the government should do here, completely not obvious what any government should do right now, completely not obvious. And so when we hear ourselves interacting with a complex set of ideas as though it were simple, then we know that we are in this*

*trap. And so I think the solution there is to be able to construct a series of alternate stories not to confuse us but in a kind of almost a scenario planning way, not to try and get the right one but to try to help us understand that there are these multiple possibilities, none of them are likely to be a 100 percent right and to help us create a kind of a flexibility of our thinking that will hold us in good stead."*

DJ: Back to what David says, we could do well to not make up a simple story on what is happening on the other side of the net but really be open and curious and discover what the other person is experiencing.

## End of nugget transcription

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Nugget from Jennifer Garvey Berger that is referenced: [Trap1 - Looking for simple stories](#).

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### David Bradford - Nuggets

- 97.01 David Bradford - Markers of an "exceptional" relationship
- 97.02 David Bradford - Healthy feedback - not crossing the net
- 97.03 David Bradford - Idea to behavioural change
- 97.04 David Bradford - Building an emotional vocabulary
- 97.05 David Bradford - Deepening the trust in a relationship
- 97.06 David Bradford - Nuances in giving good feedback
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- 97.08 David Bradford - Repair and restoration of relationships
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### About Deepak Jayaraman

Deepak seeks to unlock the human potential of senior executive's / leadership teams by working with them as an Executive Coach / Sounding Board / Transition Advisor. You can know more about his work [here](#).

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