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The importance of being clear

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I have just negotiated sale of a personal asset and while I assumed all was clear when we spoke, several unspoken issues seemed to have remained dormant and not talked through.



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Consequently after the deal was done, both the purchaser and I have been left with a feeling of being short-changed.

Our inability to confront what we believe or imagine is ‘ugly and comfortable’ and not address it when it must, results in, as I have just experienced, souring of what may have been a fruitful

association and leads to immense trust deficit.

In the process I have been told that I tend to get personal, impatient, and unavailable to reason.

My submission to those like I who have suffered owing to our inability or unwillingness to dialogue, results in such messy situations.

In human interaction ‘conflict’ or disagreement may arise, yet as was said to me by an eminent businessman, “We can disagree yet we need not become disagreeable.” The former may leave both, the other and I perhaps only misunderstood, but the latter will surely reveal us to be intolerant and even obnoxious.

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