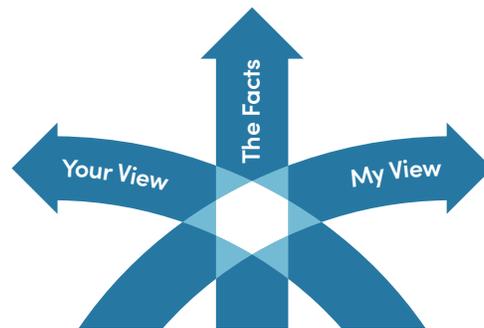


The Intersection

Finding an intersection between you and others will create the context for faster decisions, less wasted time, and more joyful collaboration. Usually, people come into conversations prepared to advocate for and defend their current position and preferences. We recommend you look for places where we **do** agree, where we **do** have purposes in common and where we **can** support each other. The intersection is about integration, not domination.



**View = Purposes, Concerns,
and Circumstances**

The more quickly you get to a genuine intersection the more quickly a Cycle of Value can begin. We consider the intersection to be the foundation of all collaborative value, so we have developed three axioms to help people find the intersection fast.

Axioms of the Intersection

1. All humans have purposes (for), concerns (against), and circumstances (facts).
2. When people perceive you are unaware of or opposed to their purposes, concerns, and circumstances they resist, producing waste.
3. When people perceive you are aware of and sensitive to their purposes, concerns, and circumstances they communicate and collaborate, producing value.