Chapter 1 : Small talk - Wikipedia

Small actions can serve the same function as small talk. Small talk is the way we groom each other. We could go through each others' hair looking for fleas, lice, detritus, and so on, but we gave that up a million years ago.

Making small talk is not about the size of your vocabulary. Many people get anxious at the thought of talking to strangers or dislike idle chitchat because it feels fake. The good news is that making small talk is a skill that can be learned, and these idioms can be your guide to enjoyable and lighthearted conversation. Put on a brave face Before you even say a word, put on a brave face so you appear more confident or cheerful than you really feel. Pay attention to your body language—smile and uncross your arms. Keep your finger on the pulse The idiom keep your finger on the pulse reminds you to do a little homework before you head out to converse. When in doubt, comment on your environment, such as the music or the ridiculously long line for food. Nose out of joint While you may follow the advice to avoid controversial topics, others you meet may not be as smart or sensitive. Then, take this opportunity to get to know that person better. You could start with a simple introduction: Then, follow up with a question related to your commonality. That way, you set the stage for future conversations the next time you inevitably run into each other. Lend an ear When someone talks to you, lend an ear, or listen carefully and attentively. Then, when the other person asks you a question, respond with more than a simple answer. If, for example, someone asks where you live, explain where and why to keep the conversation going. You may discover you have more in common with the lady who always wears the flower sweaters. This odd idiom can be traced back to the 18th-century Cornish tin mines, which often flooded. Beam engines could pump 19, gallons from a tin mine, while burning just 12 bushels of coal. Bare your heart and soul The tendency to bare your heart and soul, or reveal too much personal information, is another no-no for small talk in social situations. Think of small talk as a way to build relationships that could lead to deeper conversations down the road. But, a good way to keep a conversation going is to ask someone a question. Closed questions are those that can be answered with a simple "yes" or "no," so avoid them. Instead, ask open-ended questions, which require a more thoughtful response and will extend a conversation. You want to know why your neighbor planted the roses instead of the azaleas this year, we promise. But, in this case it can act as a reminder:

Chapter 2 : The Rule of Balance -- Logical Mind vs. Emotional Heart

I like small talk. It cheers me up and I have a sense of community when I chit chat with the passerbys I encounter. To me small talk is a way to connect with strangers, and to me it seems small talk is how you segue into deeper subjects.

Germans and Americans have different conversational styles. And that often causes trouble, says John Otto Magee in his third article in a series. When Germans and Americans make conversation, things often go wrong. They instead have conversations. And by that, they mean substantive, sometimes even deep, exchanges. In these conversations, they look for weak and strong points in arguments. And as an inevitable by-product, the Germans soon state their critical opinions about some person, event or idea. Germans also like clarity. They like people, including their interlocutors, to take strong positions. And unlike Americans, Germans will not shy away from controversial topics. Germans enjoy getting into such hot-button issues. They like the intellectual give-and-take. Controversial discussions are to them a form of mental chess. At a deeper level, Germans also want to demonstrate that they are well informed and that they are interested in the world. And they want everybody to know that they think independently, which often means critically. They look for reasons to relate, not to disagree. As an adjective, it tends to make a person sound brave and principled. Americans, by contrast, have been raised to avoid certain topics at the proverbial cocktail party. The top three are sex, religion and politics. The American logic of conversation is to avoid any confrontation that can damage a personal or working relationship. So Americans seek commonalities. Sports, weather and family are considered suitable topics to begin a conversation. The reason for this conflict avoidance is not that Americans are pansies. Instead, it is that American society has long been, and is today, more violent. It allows strangers to get to know each other in a non-threatening environment. And to Germans, for whom intelligence, deep thinking, even brooding, is important, superficiality is a grave character flaw. Germans are disappointed when the discussion involves what they call non-topics. They feel that an opportunity has been lost: Americans in turn often get the impression that Germans seek out controversial topics in order to provoke. As a result, Americans often feel insulted, for the German approach often involves criticism of America. Americans, whether or not they agree, tend to take this personally. And when that happens, the relationship has been damaged. My advice to Germans is to develop a better sense for which topics Americans consider controversial and then to be tactful about broaching those. In general, Germans should seek dialogue, not debate. You can air your opinions once you get to know the other person better. My advice to Americans is to remember that Germans separate substance from person. So they neither mean nor take vigorous intellectual debate personally. So indulge the Germans. Help them to understand the American viewpoint, and put some effort into understanding theirs. This entry was posted in Ten Stories on.

Chapter 3 : Boolean vs. Fuzzy | The Rio Norte Line

No small talk, no conversation about the weekend, no interest in his American background â€" in fact, no interest really in him at all, it seems. At first, Michael blamed the "uncaring" Germans.

Posted by Lodie my nickname at I may cook a pot of chili, or grab my camera and get a shot of the snow piling up, or watch an old movie and crochet. I have fond memories of my sister and I spending hours over the card table that we set up in the living room, searching for the piece that goes here or there. We were often in our jammies, and swearing that there is a missing piece in this particular puzzle. So it is with a warm feeling in my heart, that every January I get a new puzzle and spread it out on the card table and work on it. It usually takes me about a week, give or take, depending upon how intent I am. It is a wonderful way to pass the evenings and brings back special memories. And by the way, there was never a piece missing. I love you, Sandi! Here is the finished product and you will notice that Max is eyeing those birds on that clothesline. He would like to get to know them a little bit better: Posted by Lodie my nickname at 7: And we took the dog And my mom went too Posted by Lodie my nickname at 9: So, I made them a few doll outfits for Christmas. It was fun and I really did get into it. They got them last Christmas, so they have had them for 1 year. As their interest progresses, Abby 7 yrs. So now Abby has two and Lily has one that she named Sophia â€" she has several dolls named Sophia- she loves the name Sophia. Finally, they got some Christmas money and decided to pool it to buy the Bitty Twins and they would each have one. Okay, so this is getting to be a serious obsession, right. There are going to be five American Girl dolls in their household. And I must also say that Carrie is not totally unhappy with this obsession. Yep, that may be the case here. She is enjoying it also. First though, I have an airport quilt to finish for Jacob, our only little guy. Guess I have plenty to do. I wish I had taken pictures, but do have a couple of the girls with their dolls. I will share the clothes and quilt that I make when I finish them. I think I better start a photo album. Yep, that is what I am going to do! Here are the girls with 2 of their dolls dressed in my outfits. And I have felt work for the kids too! Jacob has a felt board and I was making him so felt figures for it. I decided to add Lily, so started making figures for her too. Then I decided that I would not count my 7 year old out just yet. So I added her to the list. So now I am making felt figures for all of them and we had to make flannel boards for the girls, so that they could use them. Jacob already had one. We are doing a gift exchange. There are 6 of us, my husband, myself and our 2 daughters with spouses. When it was first suggested, I felt conflicting emotions. On the one hand, I felt sad that I could not shop for everyone and watch their faces as they saw all of the gifts under the tree and as they opened theirs. The looks of surprise, pleasure and gratitude as they opened their gifts were special to me. On the other hand, there was a feeling of relief, relief at not having to stress over shopping for everyone, relief at not having to worry so much financially, relief at not having to worry about whether everyone would like everything they got. I am trying to simplify life and this is one way to do it. Sometimes I still feel guilty, but when I look at the big picture, this is a much better way to do it. We play games, we have fun with our exchange and everybody goes home with something. And we all love one another and that is the best gift of all! I received a beautiful candle and hurricane holder. I cannot think of what it is really called, but here is a picture for you. Of course, I did need to steal it, but hey, it is all in the game. Of course the children are another story. We try and shower them with Christmas presents to the best of our ability. My husband and I try and make as many gifts as we can. We can be more creative with homemade gifts. I absolutely had a ball making doll clothes and felt figures and am anxious to do more. Some examples of our homemade gifts this year were: Working full time and getting everything done is a challenge. Every year we start a little earlier. Posted by Lodie my nickname at 4: First of all, consider all the beautiful objects in our lives and how beautifully they are decorated from floral furniture to calico curtins to polka dotted plates. We have decorated everything from our cell phones to our eyeglasses to our shoes. Why in the world have our cars remained so plain and undecorated. I think that the auto industry has missed an opportunity to decorate cars. Why must they all be solid colored? A calico Chrysler or a dotted Dodge? Oh, there has been a half hearted attempt to decorate with racing stripes and a bit of chrome, but the possibilties are so endless, and it would make our drive to work so much more interesting if

we could see a striped Saab or a paisley Pontiac on the way. Anyhow as I was walking out of work into the parking lot to my car, I passed a partially plaid burberry to be exact mini cooper parked there just as pretty as can be. I had to take a picture. Then as I was perusing Pinterest, which is just about my favorite activity, I came upon a floral jeep. So there are some creative people in the world and who knows maybe my idea will someday become commonplace. Wonder if Ford has an opening for an auto designer. A whole new career field, eh? I am a crafter.. I have done crafting for as long as I can remember. As a crafter, I know how to knit and crochet. I like doing both, buy my favorite to do is crocheting. I think I like the look of knitting better, but prefer to crochet. At any rate, it seems as though knitting and crochet have undergone a real renaissance, and particularly crocheting. As a member of Pinterest, I have board for crochet that gets fuller and fuller everyday. I am not sure when I think I am going to make all these things, but I keep collecting them anyhow. I have looked at many of them online. It is quite amazing, really! When I thought of doing this post, I started looking for examples of this phenomenon, and found plenty; but believe me there are many more that I have seen that I wish I could include. I was trying to think of anything that I could make a cozy for, but decided to leave this for the marathon crocheters. I will just keep making my little flowers, doilies and scarves. Posted by Lodie my nickname at 8: My first contact was in the snack shop at work, where they have several bulk snack mixes. One of those has wasabi peas in them. I generally am not particularly fond of having spicy food. My opinion always has been"why would I want to eat something that makes my mouth burn and makes me sweat and my nose run and my face get all red? I bought them at the grocery today along with some sesame stix and made up my own simple little mix. By the way - 55 wasabi peas is calories.

Chapter 4 : Contentiousness vs. Small Talk | John Otto Magee

This is the greatest small talk of All Time. This feature is not available right now. Please try again later.

It flees from depth and meaning. Personal questions are considered inappropriate. Likewise, any emotion besides happy or neutral is discouraged. Consequently, authenticity dies on the vine. The truth is that small talk allows two people to have an entire conversation without really getting to know each other. Instead of being light and fun, the conversation is flat and boring. It is a predictable exchange with predictable results. It serves many valuable social purposes. There are trivial people and there are small-minded people. There are many reasons why people have a tendency to only place value on shallow conversations and I will explore these further now. There is a common phenomenon in the mind of humans that cause us to be preoccupied with the habitual thought patterns we learn most consistently through social interactions. We find it hard to break this thinking maze we have built while struggling and meandering through the development of the self. There seem to be two main reasons why some people always resort to the superficial, and both have to do with shortcomings of their education. Their conversation is hollow because their thought is hollow; because they are hollow. Some fears that are attributableinclude: This weakness inevitably forces people to change topic or look dumb and uninterested. There are though, many I seldom find in the common public, that are intellectuals and enjoy learning about anything. These are people that enjoy deep conversation about most anything, as long as it does not get emotional, they learn from every word, and no matter the topic. They rationalize it and treat it as merely a discussion of knowledge and possibilities, no more. When researchers recorded snippets of conversations over the course of several days, the happiest person in the study engaged in only a third of the amount of small talk as the unhappiest. Which expands on the famous milgram experiments done in Another important fact to consider is that psychopathy can closely be related with overt social behaviour. Their ability to mask an internal ascetic personality structure is uncanny. The psychopathic person does not have the ability to experience genuine emotions, despite the seemingly sincere, intelligent, even charming external presentation. Indeed it is often observed in social persons that they exhibit genuine emotions when internally they are not present. Funnily enough, according to MD Helen Farrel, these traits are found in psychopaths as well. It is also worth mentioning that people with overly-friendly, intense personalities have been correlated with brain abnormality. Individuals with these abnormalities lack visual-spatial skills and a tendency to be overly friendly with people, while generally being quite anxious people and have share irrational fears about non-social events, such as spiders or heights. In many circumstances it may actually be so that the subtext of what a person says on a seemingly superficial level tells a deeper story about them if you listen closely enough. Nevertheless this brings up an important point of never to mistake people who choose not to speak of deeper things with you, for people who cannot speak of deeper things. Assuming the second, is actually judging people in a way that makes you look a little shallow. People usually trash talk small talk because they suck at it. I hate that social skill. Some people react to the idea of discussing anything deep as if you had asked them to work on their day off. The purpose of small talk is not actually to talk about anything, but to talk in order to make each other feel more comfortable. And people who know each other well really enjoy making small talk. I suspect people often enjoy small talk for its own sake. But how are we to know which relationship is more genuine? A If a relationship involves only deep philosophical discussions about existentialism, we can safely make a guess that it is doomed. Philosophical topics often indicate a superficial relationship. Small talk on the other hand is the core foundation of any healthy relationship. B If a relationship involves only small talk, we can safely make a guess that it is doomed. Small talk often indicate a superficial relationship. These are a lot of ideas I pulled from around the net on this topic hoping to inspire some insightful conversation on here about this ;.

German contentiousness vs American small talk. The American logic of conversation is to avoid any confrontation that can damage a personal or working relationship. So Americans seek commonalities.

History[edit] There are a large number of Smalltalk variants. The first version, termed Smalltalk, was created by Kay in a few mornings on a bet that a programming language based on the idea of message passing inspired by Simula could be implemented in "a page of code". Its syntax and execution model were very different from modern Smalltalk variants. After significant revisions which froze some aspects of execution semantics to gain performance by adopting a Simula -like class inheritance model of execution , Smalltalk was created. Smalltalk added metaclasses , to help maintain the "everything is an object" except private instance variables paradigm by associating properties and behavior with individual classes, and even primitives such as integer and boolean values for example, to support different ways to create instances. Later in a general availability implementation, named Smalltalk Version 2, was released as an image platform-independent file with object definitions and a virtual machine specification. ANSI Smalltalk has been the standard language reference since Squeak is an open source implementation derived from Smalltalk Version 1 by way of Apple Smalltalk. VisualWorks is derived from Smalltalk version 2 by way of Smalltalk 2. As an interesting link between generations, in Vassili Bykov implemented Hobbes, a virtual machine running Smalltalk inside VisualWorks. During the late s to mids, Smalltalk environmentsâ€"including support, training and add-onsâ€"were sold by two competing organizations: ParcPlace Systems and Digitalk, both California based. While the high price of ParcPlace Smalltalk limited its market penetration to mid-sized and large commercial organizations, the Digitalk products initially tried to reach a wider audience with a lower price. Enfin was later acquired by Cincom Systems , and is now sold under the name ObjectStudio , and is part of the Cincom Smalltalk product suite. OBJS was traded publicly until , when it was delisted and dissolved. The merged firm never managed to find an effective response to Java as to market positioning, and by its owners were looking to sell the business. Cincom has backed Smalltalk strongly, releasing multiple new versions of VisualWorks and ObjectStudio each year since Cincom , Gemstone and Object Arts, plus other vendors continue to sell Smalltalk environments. The open Squeak implementation has an active community of developers, including many of the original Smalltalk community, and has recently been used to provide the Etoys environment on the OLPC project, a toolkit for developing collaborative applications Croquet Project , and the Open Cobalt virtual world application. Pharo Smalltalk is a fork of Squeak oriented toward research and use in commercial environments. Seaside has seen considerable market interest with Cincom, Gemstone, and Instantiations incorporating and extending it. Influences[edit] Smalltalk was one of many object-oriented programming languages based on Simula. Smalltalk was also one of the most popular languages with the Agile Methods , Rapid Prototyping , and Software Patterns [14] communities. The highly productive environment provided by Smalltalk platforms made them ideal for rapid, iterative development. Smalltalk emerged from a larger program of ARPA funded research that in many ways defined the modern world of computing. In addition to Smalltalk, working prototypes of things such as hypertext , GUIs, multimedia , the mouse, telepresence , and the Internet were developed by ARPA researchers in the s. One of the most popular is the modelâ€"viewâ€"controller MVC pattern for user interface design. The MVC pattern enables developers to have multiple consistent views of the same underlying data. Also, for simulations or games where the underlying model may be viewed from various angles and levels of abstraction. The powerful built-in debugging and object inspection tools that came with Smalltalk environments set the standard for all the integrated development environments , starting with Lisp Machine environments, that came after. Object-oriented programming As in other object-oriented languages, the central concept in Smalltalk but not in Smalltalk is that of an object. An object is always an instance of a class. Classes are "blueprints" that describe the properties and behavior of their instances. The class might also declare that instances support operations such as opening, closing, moving and hiding. Each particular window object would have its own values of those properties, and each of them would be able to perform operations defined by its class. A

Smalltalk object can do exactly three things: Hold state references to other objects. Receive a message from itself or another object. In the course of processing a message, send messages to itself or another object. The state an object holds is always private to that object. Other objects can query or change that state only by sending requests messages to the object to do so. Any message can be sent to any object: Alan Kay has commented that despite the attention given to objects, messaging is the most important concept in Smalltalk: In Smalltalk, primitive values such as integers, booleans and characters are also objects, in the sense that they are instances of corresponding classes, and operations on them are invoked by sending messages. A programmer can change or extend through subclassing the classes that implement primitive values, so that new behavior can be defined for their instancesâ€"for example, to implement new control structuresâ€"or even so that their existing behavior will be changed. This fact is summarized in the commonly heard phrase "In Smalltalk everything is an object", which may be more accurately expressed as "all values are objects", as variables are not. Since all values are objects, classes are also objects. Each class is an instance of the metaclass of that class. Metaclasses in turn are also objects, and are all instances of a class called Metaclass. Reflection was first primarily a feature of interpreted languages such as Smalltalk and Lisp. Statements being interpreted means that the programs have access to information created as they were parsed and can often even modify their own structure. Reflection is also a feature of having a meta-model as Smalltalk does. The meta-model is the model that describes the language, and developers can use the meta-model to do things like walk through, examine, and modify the parse tree of an object. Or find all the instances of a certain kind of structure e. Smalltalk is a totally reflective system, implemented in Smalltalk Smalltalk provides both structural and computational reflection. Smalltalk is a structurally reflective system which structure is defined by Smalltalk objects. The classes and methods that define the system are also objects and fully part of the system that they help define. The Smalltalk compiler compiles textual source code into method objects, typically instances of CompiledMethod. The part of the class hierarchy that defines classes can add new classes to the system. The system is extended by running Smalltalk code that creates or defines classes and methods. In this way a Smalltalk system is a "living" system, carrying around the ability to extend itself at run time. Since the classes are objects, they can be asked questions such as "what methods do you implement? So objects can easily be inspected, copied, de serialized and so on with generic code that applies to any object in the system. In languages derived from the original Smalltalk the current activation of a method is accessible as an object named via a pseudo-variable one of the six reserved words , thisContext. By sending messages to thisContext a method activation can ask questions like "who sent this message to me". These facilities make it possible to implement co-routines or Prolog -like back-tracking without modifying the virtual machine. The exception system is implemented using this facility. Programming the web server using Seaside can then be done using a more conventional programming style. When an object is sent a message that it does not implement, the virtual machine sends the object the doesNotUnderstand: The message another object, an instance of Message contains the selector of the message and an Array of its arguments. In an interactive Smalltalk system the default implementation of doesNotUnderstand: Such instances are called transparent proxies. This section needs additional citations for verification. Please help improve this article by adding citations to reliable sources. Unsourced material may be challenged and removed. June Learn how and when to remove this template message Smalltalk syntax is rather minimalist, based on only a handful of declarations and reserved words. In fact, only six "keywords" are reserved in Smalltalk: These are properly termed pseudo-variables, identifiers that follow the rules for variable identifiers but denote bindings that a programmer cannot change. The true, false, and nil pseudo-variables are singleton instances. The only built-in language constructs are message sends, assignment, method return and literal syntax for some objects. From its origins as a language for children of all ages, standard Smalltalk syntax uses punctuation in a manner more like English than mainstream coding languages. The remainder of the language, including control structures for conditional evaluation and iteration, is implemented on top of the built-in constructs by the standard Smalltalk class library. For performance reasons, implementations may recognize and treat as special some of those messages; however, this is only an optimization and is not hardwired into the language syntax. The adage that "Smalltalk syntax fits on a postcard " refers to a code snippet by Ralph Johnson , demonstrating all

the basic standard syntactic elements of methods: The following list illustrates some of the possibilities. Characters are written by preceding them with a dollar sign: In addition to strings, Smalltalk has a class of character sequence objects called Symbol. Symbols are guaranteed to be uniqueâ€"there can be no two equal symbols which are different objects. Because of that, symbols are very cheap to compare and are often used for language artifacts such as message selectors see below. Symbols are written as followed by a string literal.

Chapter 6 : Comic: Small talk in Texas VS Japan | Texan in Tokyo

The program logic model presented below illustrates the smalltalk intervention, identifies the different levels of desired outcomes, and specifies the relationships between the different parts of the intervention.

Emotional Heart Overview When dealing with people, remember you are not dealing with creaturesof logic, but with creatures of emotion, creatures bristling with prejudiceand motivated by pride and vanity. Logic and emotion are the two elements that make for perfect persuasion. We can be persuasive using only logic or only emotion, but the effect will be short-term and unbalanced. Emotions create movement and action. They generate energy during the presentation and get prospects to act on the proposal being presented. The challenge with relying exclusively on emotion to persuade your prospect is that after she has left the persuasive situation, her emotions fade, leaving her with nothing concrete to fall back on. Logic plays the role of creating a foundation for emotion. This balance between logic and emotion could be called the twin engines of persuasion and influence. Persuaders know that each audience and individual has a different balance between logic and emotion. Your analytical type personalities need more logic than emotion. Your amiable personalities require more emotion and less logic. Always remember, you have to have both elements present in your message, regardless of the personality types listening. In most persuasive situations, people react based on emotions, then justify their actions with logic and fact. A message that is completely based on emotion will often set off alarm bells on the logical side. An effective persuader will create a proper balance between logic and emotion in order to create the perfect persuasive message. We are persuaded by reason, but we are moved by emotion. Several studies conclude that up to 90 percent of the decisions we make are based on emotion. We use logic to justify our actions to ourselves and to others. Take note that emotion will always win over logic and that imagination will always win over reality. Think about talking to children about their fear of the dark, or to someone about their phobia of snakes. They are still convinced that there is a problem. This emotional pattern can also be seen in the way we buy and even in the way we convince ourselves of something. We may even realize that no one is going to notice or care about the new shoes as much as we will. But our hearts win out, thinking of all the stunning new outfits these shoes will go with, and we go home with the new shoebox tucked under our arms. Our heads tell us not to believe everything we hear, that politicians are a bunch of liars, but our hearts are won over by their impassioned speeches. What Stirs an Audience Are we rational human beings? Do we follow all forms of logic? Do we only act if it feels right? Do we even want the facts all the time? Have you ever tried to persuade an emotional person with logic? We generally think we make decisions based on facts, but truly this is not the case. It has been found that when people agree with a particular message, they tend to perceive it as being more logical or rational. On the other hand, when people disagree with the message, they perceive it as an emotional plea. However, we cannot rely entirely on emotion until our logical side has been engaged. In one study, twenty-one students prepared speeches that were written from either a logical or an emotional standpoint. The speeches were presented, filmed, and then evaluated by other college students. Interestingly, there was no real consistency in the findings except that speeches bearing a message that the evaluator agreed with were rated as more rational even if they were intended to be emotional , while those the evaluator did not agree with were considered to be more emotional even though some of those were intended to be logical. It seemed that whether a speech was considered logical or emotional depended on the listener. Researchers also concluded that, as a general rule, people seem unable to consistently distinguish between logical and emotional appeals. Reasoning is the process of drawing a conclusion based on evidence. For an argument to be legitimate, it has to be true and valid, and logical reasoning must be used to back it up. Many persuaders and marketers use faulty forms of logic, leaving gaping holes that require the audience to make assumptions and fill in the blanks. These are called logical fallacies. A fallacy is, very generally, an error in reasoning. It differs from a factual error, which is simply being wrong about the facts. In the next section, some of the most common logical fallacies are outlined. Common Logical Fallacies Faulty Cause: The food I tried at this one Thai restaurant just was terrible and I was sick for days. Britney Spears and Christina Aguilera dress the same and sing the same type of music, so they must have very

similar personalities. That guy is wearing a big Starter jacket, has a tattoo, and wears baggy pants. You are a disagreeable person and, if you disagree with me, it will just prove even more how disagreeable you are. When accused by his wife of cheating at cards, Frank says, "Nothing I do ever pleases you. We know there are people living on other planets in other galaxies because no one can prove that there are not. Evidence and Logic Reasoning is a powerful tool for the mind, but strong, concrete evidence should be the cornerstone of a logical speech. Evidence not only makes an argument ring true in persuasive situations, but it also substantially enhances your credibility. There are four major types of evidence: You will strengthen your position when you use elements of all four forms, rather than depending on only one. Testimony Your audience wants to know what the experts say about you or your topic. Testimony is the judgment or opinions of others considered experts in the particular field or area of interest. A testimony can be a quote, an interview, or an endorsement from a credible person. Statistics Statistics are numerical proofs of your claims. For example, "this demographic uses. Some people are suspicious of statistical proof, so make sure your statistics are credible and sound. Know where you got them and who did the research. People know you can arrange statistics to say just about anything. Use statistics sparingly and only in conjunction with other forms of evidence. Besides, a roll of statistics can be very boring. Analogies Analogies have a great impact in the mind of the receiver. They enable you to make your points quickly and easily in a way that prospects will understand immediately. Analogies can also give us a new perspective on an old concept. Examples Examples can really make your evidence come alive. We love to relate to examples that bridge the gap between logic and our personal lives. Your prospects understand examples at a deeper level because they are based on common experiences and interpretations of meaning. Examples can be real or hypothetical and can include quotations, personal accounts, physical evidence, empirical studies, or published reports. In fact, we are very selective in what we allow ourselves to retain. When we hit information overload, we turn our minds off and retain nothing. A study on comprehension of television messages produced very revealing results. After watching commercials and other forms of messages, an amazing 97 percent of viewers misunderstood some part of every message they saw. On average, viewers misunderstood about 30 percent of the overall content they viewed. The evidence that you choose must be selective, precise, and powerful. When creating the logical side of your message, you have to understand the concept of the number seven. This is also known as channel capacity, which is the amount of room in our brains capable of storing various kinds of information. George Miller, professor of psychology at Princeton University, wrote, "There seems to be some limitation built into us either by learning or by the design of our nervous systems, a limit that keeps our channel capacities in this general range. This is why phone numbers only have seven digits. Spend the time necessary to fully research the types of evidence you want to use to strengthen your arguments. You already know that using the right evidence from the right sources greatly increases the credibility of your message. However, the opposite is also true; poor or irrelevant evidence undermines the credibility of your message. When compiling evidence, consider the following: Use evidence supported by an independent expert rather than facts presented alone. Statistical evidence will be more persuasive when paired with individual case studies. Document the sources of all testimonials. Updated data with new facts or research is often more convincing than old data. Build credibility by also acknowledging and even including the other side of the argument. A two-way discussion will bear far more weight than a one-sided lecture. Consider the following presentation points: Evidence that is verifiable will always be more persuasive. Evidence that is specific will always be more persuasive. Unbiased testimony is more persuasive than a biased one. Personal experience is more persuasive than not having any personal experience.

Chapter 7 : Small Talk vs Deep Talk - The Philosophy Forum

I have, of late, been interested in brain function in terms of logic vs. creativity. As I enjoy some of the arts and music venues, genres, media, etc.

Christoph Schmid When Germans and Americans make conversation, things often go wrong. They instead have conversations. And by that, they mean substantive, sometimes even deep, exchanges. In these conversations, they look for weak and strong points in arguments. And as an inevitable by-product, the Germans soon state their critical opinions about some person, event or idea. Germans also like clarity. They like people, including their interlocutors, to take strong positions. And unlike Americans, Germans will not shy away from controversial topics. Germans enjoy getting into such hot-button issues. They like the intellectual give-and-take. Controversial discussions are to them a form of mental chess. And they want everybody to know that they think independently, which often means critically. They look for reasons to relate, not to disagree. As an adjective, it tends to make a person sound brave and principled. Americans, by contrast, have been raised to avoid certain topics at the proverbial cocktail party. The top three are sex, religion and politics. The American logic of conversation is to avoid any confrontation that can damage a personal or working relationship. So Americans seek commonalities. Sports, weather and family are considered suitable topics to begin a conversation. The reason for this conflict avoidance is not that Americans are pansies. Instead, it is that American society has long been, and is today, more violent. It allows strangers to get to know each other in a non-threatening environment. And to Germans, for whom intelligence, deep thinking, even brooding, is important, superficiality is a grave character flaw. Germans are disappointed when the discussion involves what they call non-topics. They feel that an opportunity has been lost: Germans often misinterpret the American inclination to discuss "safe" topics as superficiality. Americans in turn often get the impression that Germans seek out controversial topics in order to provoke. As a result, Americans often feel insulted, for the German approach often involves criticism of America. Americans, whether or not they agree, tend to take this personally. And when that happens, the relationship has been damaged. My advice to Germans is to develop a better sense for which topics Americans consider controversial and then to be tactful about broaching those. In general, Germans should seek dialogue, not debate. You can air your opinions once you get to know the other person better. My advice to Americans is to remember that Germans separate substance from person. So they neither mean nor take vigorous intellectual debate personally. So indulge the Germans. Help them to understand the American viewpoint, and put some effort into understanding theirs. To contact the author:

Chapter 8 : â€œSmall talkâ€ vs â€œDeep talkâ€ : ENFP

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Purpose[edit] In spite of seeming to have little useful purpose, small talk is a bonding ritual and a strategy for managing interpersonal distance. It lubricates social interactions in a very flexible way, but the desired function is often dependent on the point in the conversation at which the small talk occurs: If there is already a relationship between the two talkers, their small talk serves as a gentle introduction before engaging in more functional topics of conversation. It allows them to signal their own mood and to sense the mood of the other person. At the end of a conversation: Small talk can be used to mitigate that rejection, affirm the relationship between the two people, and soften the parting. Space filler to avoid silence: Tension can be reduced by starting phatic talk until a more substantial subject arises. Generally, humans find prolonged silence uncomfortable, and sometimes unbearable. That can be due to human evolutionary history as a social species, as in many other social animals , silence is a communicative sign of potential danger. The following example of small talk is between two colleagues who pass each other in a hallway: Oh, morning, William, how are you? Have a good weekend? In that example, the elements of phatic talk at the beginning and end of the conversation have merged. The entire short conversation is a space-filler. This type of discourse is often called chatter. The need to use small talk depends upon the nature of the relationship between the people having the conversation. Couples in an intimate relationship can signal their level of closeness by a lack of small talk. They can comfortably accept silence in circumstances that would be uncomfortable for two people who were only casual friends. Bosses who ask their employees to work overtime may try to motivate them by using small talk to temporarily decrease their difference in status. It is usually the superior who defines the conversation because they have the power to close the small talk and "get down to business. In either case, someone initiating small talk will tend to choose a topic for which they can assume a shared background knowledge, to prevent the conversation being too one-sided. Indirect topics refer to a situational context such as the latest news, or the conditions of the communicative situation. Some topics are considered to be "safe" in most circumstances, [5] such as the weather, sports and television. Asking about the weather, however, should be avoided unless there exists follow-up discussion. When asked "How are you? Conversational patterns[edit] A study of small talk in situations which involve the chance meeting of strangers has been carried out by Klaus Schneider. The first move is usually phrased so that it is easy for the other person to agree. It may be either a question, or a statement of opinion with a tag question. He suggests that politeness in small talk is maximised by responding with a more substantial answer. Topics for small talk are more likely to include compliments about some aspect of personal appearance. For example, "That dress really suits you. Topics may cover more personal aspects of their life, their troubles, and their secrets. This self-disclosure both generates a closer relationship between them and is also a signal of that closeness. It may feature verbal sparring matches , playful insults , and putdowns. Cultural differences[edit] Small talk rules and topics can differ widely between cultures. Weather is a common topic in regions where the climate has great variation and can be unpredictable. Questions about the family are usual in some Asian and Arab countries. In cultures or contexts that are status-oriented, such as China and Japan , [15] small talk between new acquaintances may feature questions that enable social categorization of each other. Differences among members of various cultural groups in aspects of their attitudes to small talk and ways of dealing with small talk situations are considered to be rooted in their socioculturally ingrained perception of interpersonal relationships [16] [17] [18] [19] In many European cultures it is common to discuss the weather, politics or the economy , although in some countries personal finance issues such as salary are considered taboo.

Chapter 9 : Lodie's Small Talk

Small talk is an informal type of discourse that does not cover any functional topics of conversation or any transactions that need to be addressed.. The phenomenon of small talk was initially [citation needed] studied in by BronisÅ‚aw Malinowski, who coined the term "phatic communication" to describe it.