

Compelling Communications: **12 Somewhat Surprising Tips to Getting Along Better with Others**

1 People get along better when they “sidle” (stand side by side) rather than face each other. Men are more likely to sidle than women.

2 When you argue more than 10 minutes, you are not discussing the real conflict.

3 If you wear patterns on the upper half of your body, those who face you will go on more “mental vacations,” not listening as long or remembering as much.

4 A specific detail proves a general conclusion. General statements are less credible, easily forgotten, and the way most adults speak. Be vividly specific, with stories, contrasts, and examples.

5 Others will listen sooner, longer, remember more, and like you better if you address their interests first, then how that relates to what you have in common, and then your interests, rather than referring to your interests first or even right after they’ve told you theirs. This technique is powerful but difficult for adults to do.

6 When lying, most people can put an innocent expression on their face, yet few (except pathological liars) will have the right timing or duration of that expression. Ignore the expression itself and consider if the timing and duration of the expression seem natural, and you’ll greatly increase your chances of knowing if someone is lying.

7 Smell is the most directly emotional of all the senses, bypassing thinking. The right natural scent refreshes or relaxes you. Vanilla, apple, and chocolate are Americans’ most popular scents.

8 Talk to the person who is getting the least attention in a gathering and others will too, especially if you are the

most powerful person there. You’ll “earn” an unlikely, loyal new ally.

9 Praise individuals for their thoughtful actions, talking not to them but to those who are important to them, and you’ll gain two allies.

10 Walk with someone—in motion together—and your vital signs get more in sync so you are more likely to like each other and agree.

11 Meet in a circle without a table and you’ll get along better. People who meet around tables have less conflict when those tables are round or oval rather than square or rectangular.

12 Stress is often caused not by the situation itself but by our response to it. You always have three choices in any situation: change, accept, or leave. The sooner you make a choice, the less stress you experience. ■



About the Author

Kare Anderson is a behavioral futurist who speaks and writes about thoughtful communication, conflict resolution, outreach, and multisensory techniques to create more memorable experiences.

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