

Communication Genius 4. Small Talk

Lesson's goal

We learn to arrange the interlocutor in the first minutes of acquaintance

Situation for small talk

You accidentally ended up at the same table with a famous and important person for you.

Don't do this!

Do not be silent

whoever approached should be the initiator of the conversation

Do not trouble by asking questions

If you want to ask

The question should be easy and convenient for the person. It should suggest a simple and positive answer.

However if you have students, new employees, then asking questions is ok

Do not advertise yourself and your company

Do not give sharp, unambiguous assessments of anything

Don't give unsolicited advice

You can only give advice if you are asked

Do this

Offer help

e.g. call a waiter, bring a delicious snack, etc.

Make laugh

Tell a joke

It must be funny and proven

keep 5-10 fresh jokes in stock

Share relevant news

News must be fresh!

Get prepared!

Find mutual friends / common theme

Make a targeted compliment

It should not be sycophantic

⚠ All the requests and suggestions that are made during a small talk mean nothing. They are just expressions of politeness.

Also

Maintain Format

It is a SMALL talk

All phases must be short

Watch reaction that you get

Watch your emotions

Do not express emotions too violently

Don't get too close to the person

How to join the table

May I join you? You laugh so contagiously that I could not pass by.

If new boss visited your department

Introduce employees!

But make it through the interesting details, don't tell the summary!

Your goal

to be remembered

to make a good impression

You should not interfere with another person's life, but bring good bright notes into his life