

Express and Impress:
Communicate with Impact

The single biggest problem in communication is the illusion that it has taken place.

- George Bernard Shaw

RIGHT-TURN

ON RED

STRICTLY

ENFORCED

“Right turn on red strictly enforced”
means...

- A. Right turn on red not permitted
- B. Right turn on red permitted after stopping and yielding to traffic (default law in IL)
- C. Right turn on red will be captured by a red light camera
- D. You must turn on red if it's safe to do so
- E. Other?

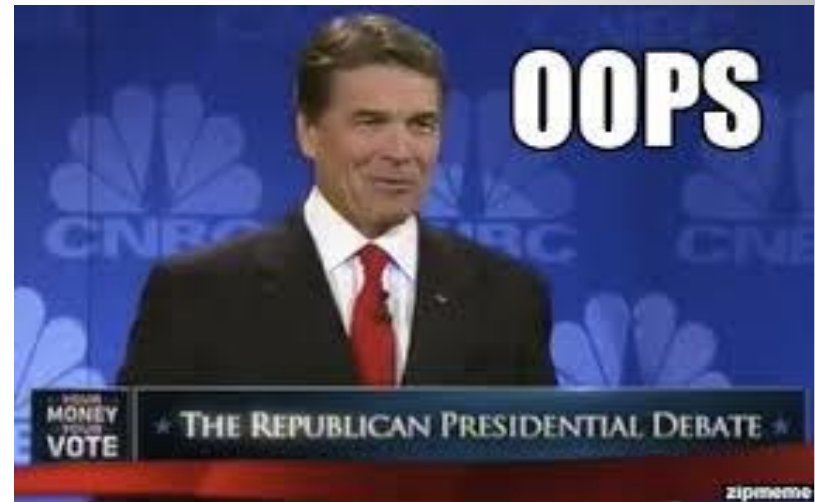
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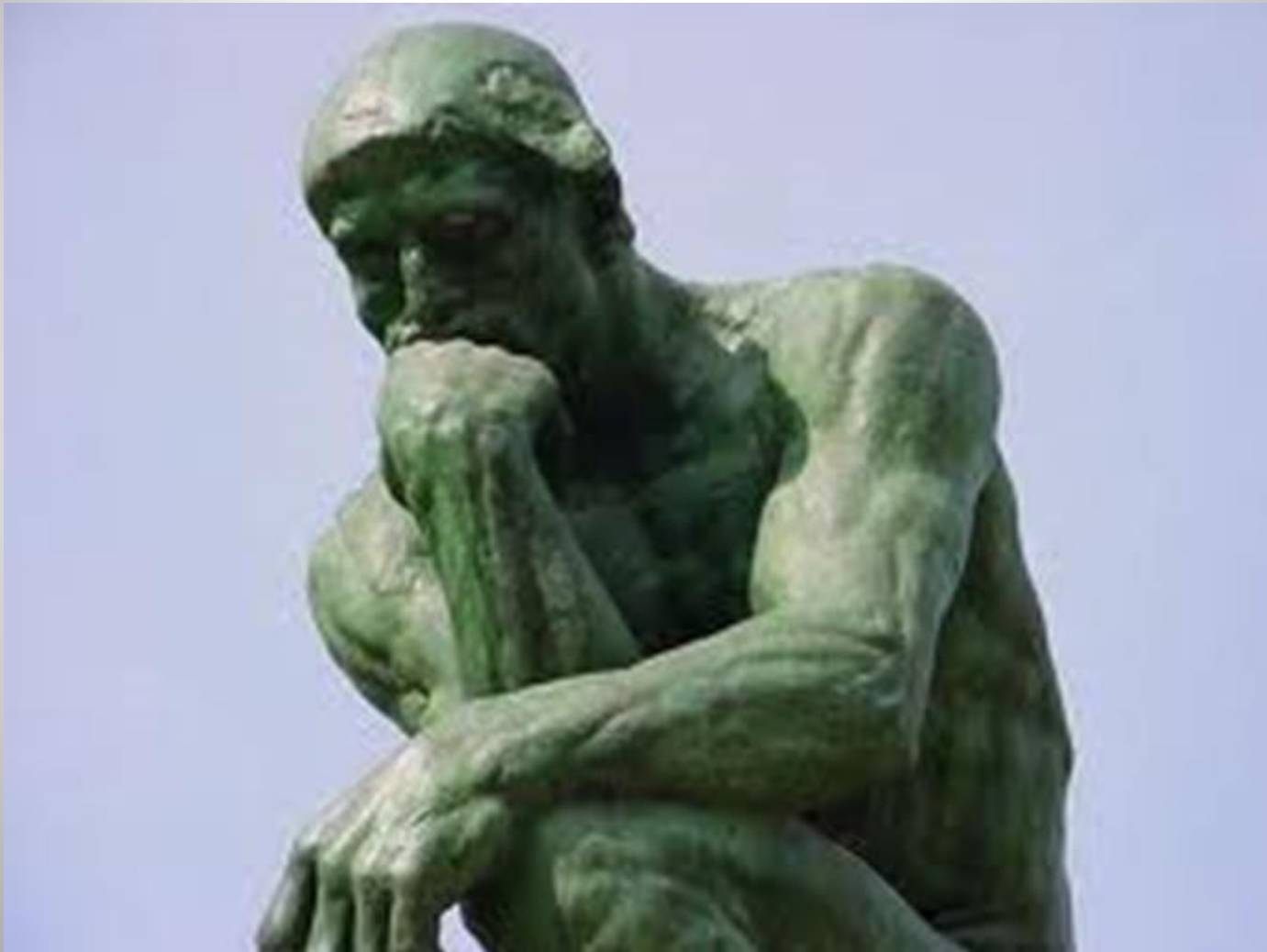
Miscommunication can be costly



Casual
communication
can cause
casualties.



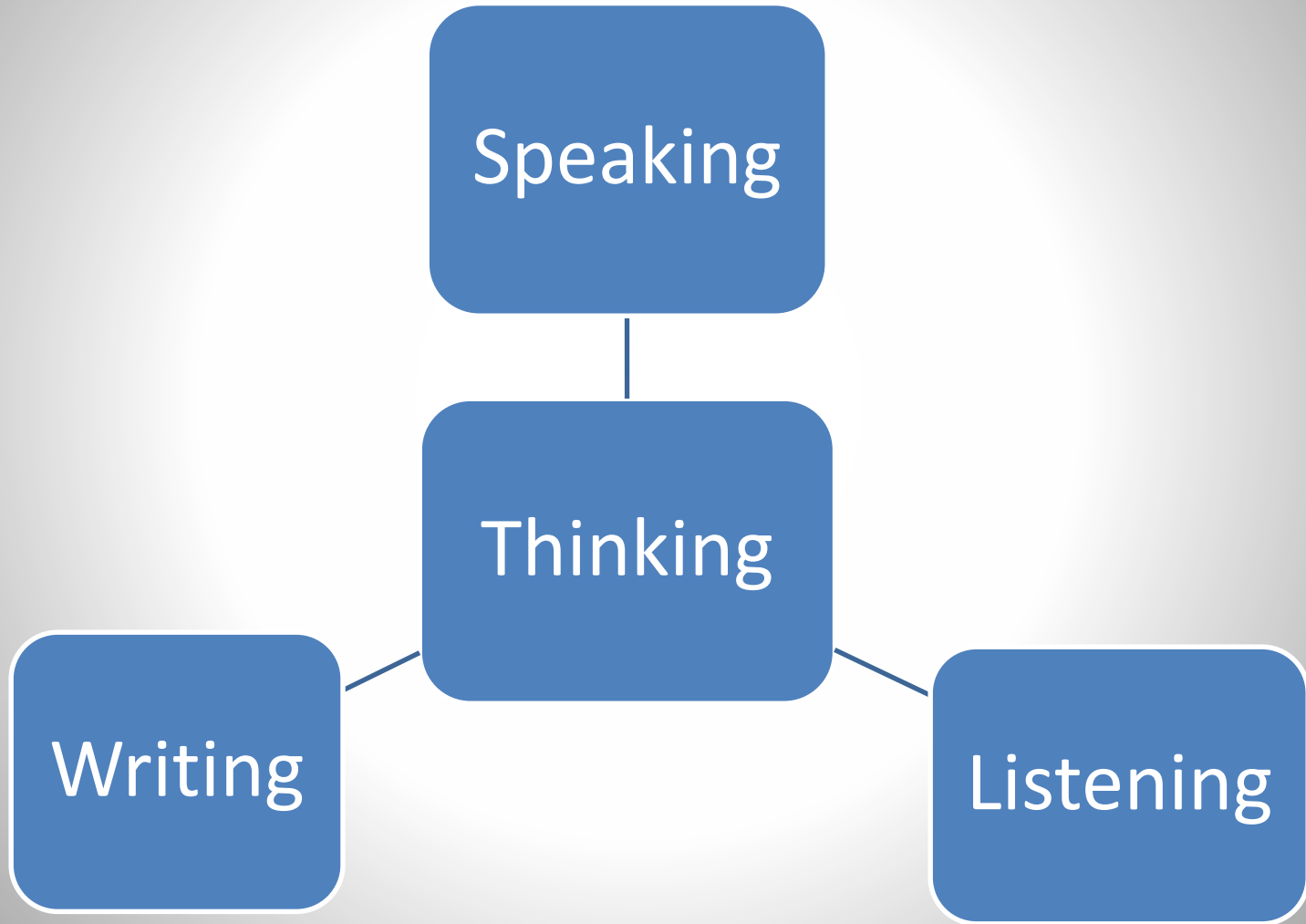
The ONE Thing



Precrastination



My Communication Model



A competition
that brings
philosophy
down from
the ivory
towers of
academia
and into
the minds
of thinking
Americans.

The Thirteenth Annual **Great American**

THINK-OFF

A philosophy competition of the New York Mills Regional Cultural Center



COOPERATION
vs
COMPETITION

Competition or Cooperation:
Which benefits society more?

June 11, 2005 • 7:00 pm
James W. Mann Performing Arts Center
New York Mills, Minnesota

www.thinkoff.org



www.kulcher.org

A formula was born...

E³

The Communication Trifecta

- ✓ Expertise (have something worthwhile to say)
- ✓ Eloquence (say it well)
- ✓ Engagement (involve the listener)

Can you pick a lane?



Competition



Cooperation



Developing Expertise

Listening
=
Learning

“When you talk, you are only repeating what
you already know.

But if you listen, you may learn something new.”

- The Dalai Lama

3 Steps to Better Listening

“The word listen contains the same letters as the word silent.”

- Alfred Brendel

- Focus
- Ignore your phone
- No judgement

Diversity of Thought



Communicating Expertise

- Not just what, but why
- Personal experience
- Either/Or vs. And

Coopetition?



Which lane did I pick?



Key Points

- THINK before you communicate (avoid the temptation to precrastinate)
- Have something worthwhile to say, say it well, and involve the listener/reader
- You don't have to chew ivory soap to know it doesn't taste good

Competition



Cooperation



Can you back it up?



The Space Between the Words

“Better to remain silent
and be thought a fool than
to speak out and remove
all doubt.”



The Sound of Silence



Before you speak, ask
yourself,
is it kind, is it necessary, is
it true,
does it improve on the
silence?

How do like-minded people
debate one another?



The importance of confidence





3 C's

Confident

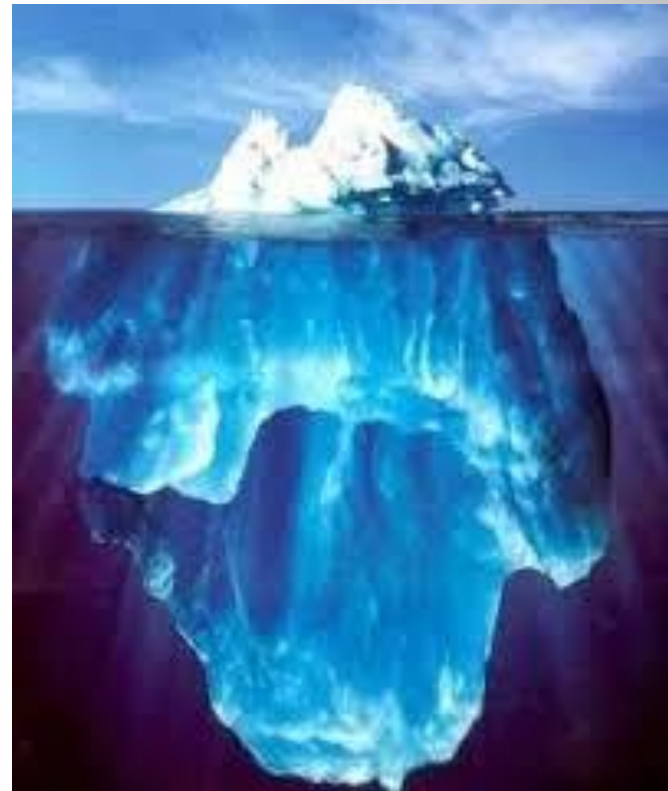
Concise

(less = more)

Conversational

Eloquence Tips

- Practice and Prepare
- Only share the tip of the iceberg
- Get feedback



Expertise

Indeed, the author's "nightmare imagery" within the poem combined with the fact that the Love Song of J. Alfred Prufrock was first published in a work entitled "Poems and Other Observations," suggests that Prufrock's description tells us more about the speaker/observer than the city that he describes (Dunbar, 2017). The yellow fog that rubs its back upon the windowspanes, creeps upon the grass that stands in drains, let fall upon its back the dark that falls from heaven, and the thickened air is filled with fog, and seeing that it was a little colder than the air that was about the street" (Line 1, 11-22). The yellow fog that rubs its back upon the windowspanes, creeps upon the grass, evoking feelings of stagnation and paralysis (Dunbar, 2017). While the evening – described in the first few lines of the poem as resembling a "patient etherized upon a table" is both smoky and opaque (flow from the lamp-light, it should be noted that the fog that rubs its back through the shutters of the windowspanes, and the thickened air is filled with fog) in the manner in which the speaker/observer perceives the city, it is also a reflection of the speaker's internal feelings of stagnation and paralysis.

Such a consideration of the relationship between the imagery contained within the poem and Prufrock's mental processes inevitably leads to a questioning of whether the "fog" in the 1 of the poem is, as is frequently believed an analogy to the reader (Dunbar, 2017). While the first line of the poem certainly does appear to address the reader, a close examination of lines 11-22 suggest another possibility. "Stretts that follow like a tedious argument of insidious intent" to lead you to an overwhelming question... Oh, do not ask, "What is it?" call up all the names our world" (Line 11-22). It is important to note that we are again presented with imagery that is indicative of Prufrock's feelings, this time relating to his awareness with regard to intention.

750
words

Can you pick a lane?



Eloquence



Engagement



Can you appreciate different
points of view?



Pick a lane

Back it up

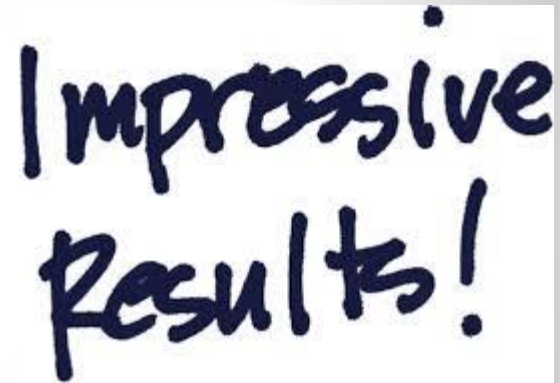
Appreciate other side

Poor examples of Engagement



Opinion vs. Expertise

- Have you actually done it?
- Did you do it well?
- Results, not pontification



Impressive
Results!

Amplified Authenticity



Emotion is the “Express Lane to the Brain”



**WE ALL
HAVE
A STORY
TO TELL. ♥**

Key Points

- THINK before you communicate (avoid the temptation to precrastinate)
- Have something worthwhile to say, say it well, and involve the listener/reader
- You don't have to chew ivory soap to know it doesn't taste good
- **Well-timed silence can be more eloquent than speech**
- **Arguing shows ignorance; debate shows knowledge**
- **The perfect balance is an organized conversation**

But wait, there's more!



Only 13 more months...



Be Congruent

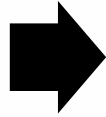
It's not about You



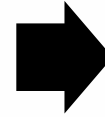
Paradigms



Thoughts

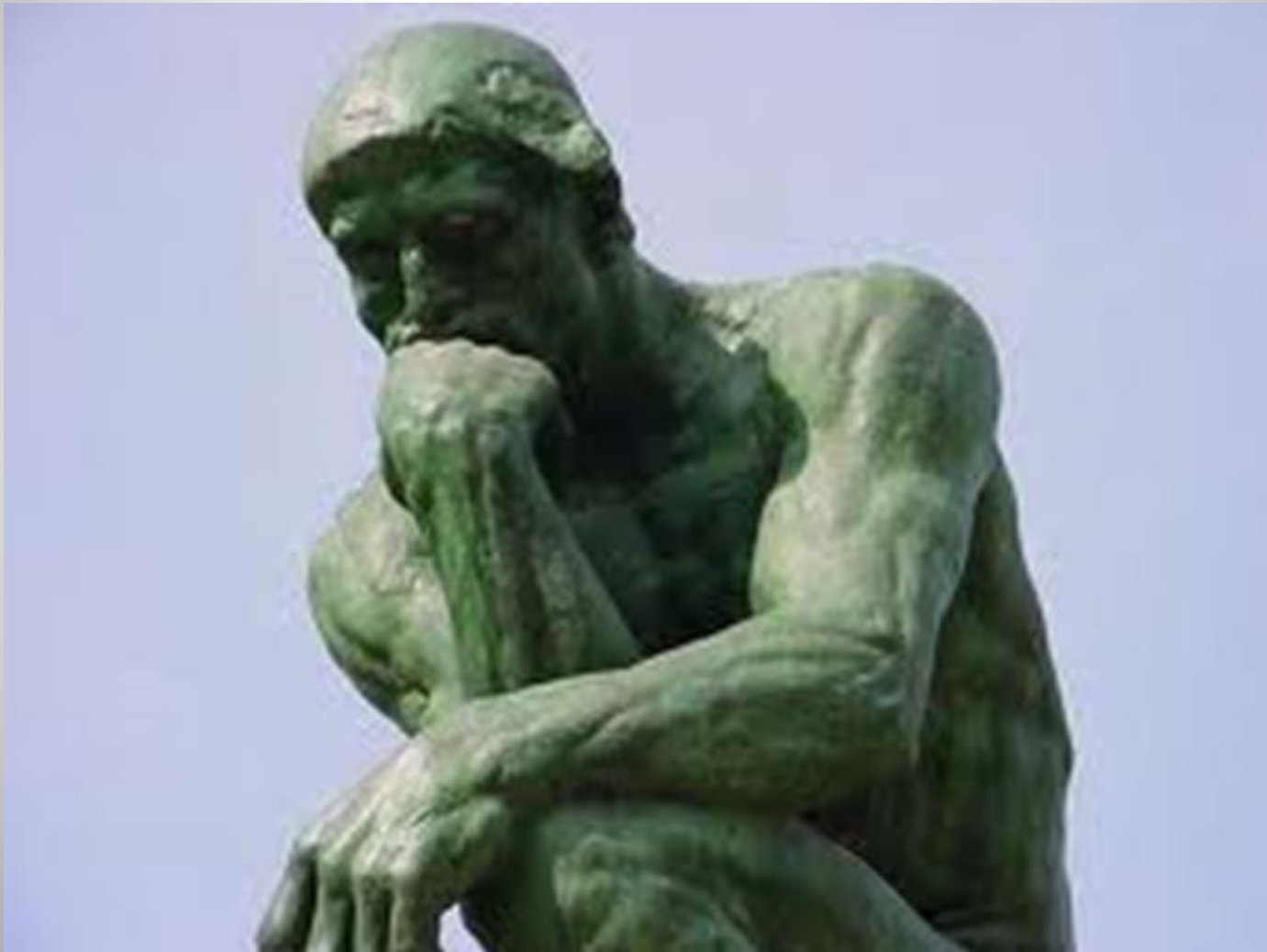


Actions



Outcomes

The ONE Thing



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