

EPISODE 113: CONVERSATION TIPS FROM A FOUNDING FATHER

CONVERSATIONAL SIN #1. TALKING TOO MUCH

- Franklin called it talking “overmuch.”
- Some people don’t know when or how to stop talking.
- Some people don’t know how to read their listeners when they are speaking. (People will signal when their desire to hear you “babble on” is over.)

CONVERSATIONAL SIN #2. SEEMING UNINTERESTED

- Do I look bored?
- Am I leaning in?
- Am I giving nonverbal “conversational affirmations.”
- Am I tracking the conversation and jumping in and out appropriately?
- Am I bringing physical, mental, and emotional energy to the conversation?

CONVERSATIONAL SIN #3. SPEAKING TOO MUCH ABOUT YOUR OWN LIFE

- People have a very limited interest in my life.

CONVERSATIONAL SIN #4. TELLING LONG AND POINTLESS STORIES

- “Old folks are most subject to this error, which is one chief reason their company is so often shunned.”
- Knowing how to tell a story is a great skill. *But knowing how long your story should be is critical!*
- Briefer is better!

CONVERSATIONAL SIN #5. CONTRADICTING OR DISPUTING SOMEONE DIRECTLY

- In Franklin’s *Junto* “discussions were to be conducted without fondness for dispute or desire of victory.”
- Avoid contradicting people in a manner that would give offense.
- “When another asserted something that I thought an error, I denied myself the pleasure of contradicting him.”

Sources mentioned in this episode:

[“Benjamin Franklin: An American Life” by Walter Isaacson](#)

[The Communication Guys Episode 97, “Help I’m Talking and I Can’t Shut Up”](#)

[The Communication Guys Episode 64, “That Reminds Me of Me”](#)

[YouTube: SNL “Amazon Echo Silver”](#)

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