

EPISODE 147 BUT ENOUGH ABOUT ME**SUBCONSCIOUS MOTIVATIONS FOR TALKING TOO MUCH:****1. SIMPLE NERVOUSNESS**

- New job, new responsibilities, new people cause nervousness
- When your limbic brain senses a threat, it instructs the pituitary to release adrenaline: “Adrenaline increases the heart rate, increases blood pressure, expands the air passages of the lungs, enlarges the pupils, speeds up the body's metabolism, and maximizes blood glucose levels.”
- You may experience: “rapid heartbeat, high blood pressure, anxiety, excessive sweating and palpitations.” [From *yourhormones.info*]
- Nervousness is energy, and it has to go somewhere
- Some people: smoke, chew gum tap fingers, vibrate legs, or TALK
- An “adrenaline rush” wears off in 10-20 minutes. Just long enough to have a conversation you didn’t want to have
- “Diarrhea of the mouth” Not pretty, but a good description

2. DESIRE FOR CONTROL

- We offer explanations before they’re requested
- We anticipate questions before anyone asks
- We don’t want to be caught flat-footed or have to come up w a response
- So we subconsciously take control of the conversation from the start
- We think: “Things can’t go wrong if I’m doing the talking.”
- Then later, we regret doing all the talking.
- We have to relax and let the conversation happen.

3. VERBAL PROCESSING

- Some of us talk not just to be heard, but in order to clarify our thinking
- “I talk so fast that sometimes I say things I haven’t even thought of yet.”
- You may have to do your talking in private, and plan what you’ll say in public

4: FEAR OF SILENCE

- Old radio expression: “Dead air”
- If there’s silence, something is wrong
- “Awkward silence” We fill the air with sound to avoid awkwardness
- But conversations, like wine, have to “breathe”
- Try making eye contact, smiling, and waiting

5. TO GENERATE A RESPONSE

- Psychologists talk about the “Rule of Reciprocation”

- According to Psychology Today: “the “rule of reciprocation,” which has to do with the universal tendency in human beings to feel compelled to repay or reciprocate when given a gift whether it has come in the form of a material object, a kind deed, or an act of generosity.”
- We share what we want to hear. We talk to produce a response
- Talking doesn’t necessarily elicit a response. It can shut people down.
- Questions elicit a response

Sources mentioned in this episode:

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

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