## MAN TALK / WOMEN SPEAK

It's true. MEN AND WOMEN SPEAK DIFFERENT LANGUAGES. So different are our communications styles that it's almost as though women speak French and men speak Spanish. Each knows a little of the other's language but not enough to really converse. Here are some of the differences that social psychologists have found in language and communication style.

**MEN** . . . WOMEN ... Talk about sports, money, facts, Talk about feelings, relationships, 1. business and events people and psychological states 2. Use commands to get what they want Use requests 3. Use and respond to actions when Rely on and respond to words when Communicating communicating 4. Communicate to persuade, argue, Communicate to share, inform, support control, or impress or ingratiate 5. Use factual and action-oriented Language is emotional and evaluative language 6. Emphasize talking rather than Emphasize listening and sharing in listening in conversation conversation 7. Use pauses in conversation for Use intensifiers like really, terrifically, emphasis tremendously, for emphasis 8. Speak mostly in monotone Use a variety of tones of voice to convey emotion and meaning 9. Display feelings indirectly Verbalize feelings directly 10. Interrupt more in conversation Are interrupted more **11.** Speak authoritatively regardless Speak in tentative terms, such as maybe, of subject sort of, or I guess

## Excerpted from UPDATE ON HUMAN BEHAVIOR, Vol. 3, No. 2A



OPINIONS AND FEELINGS ARE FREQUENTLY A PERSONAL TRIUMPH OVER GOOD THINKING YOU DEFINE REALITY BY WHAT YOU KNOW, WHAT YOU BELIEVE, AND WHAT YOU DO ABOUT IT.