



SMART

POLITICS

Introduction to Smart Politics

By Dr. Karin Tamerius

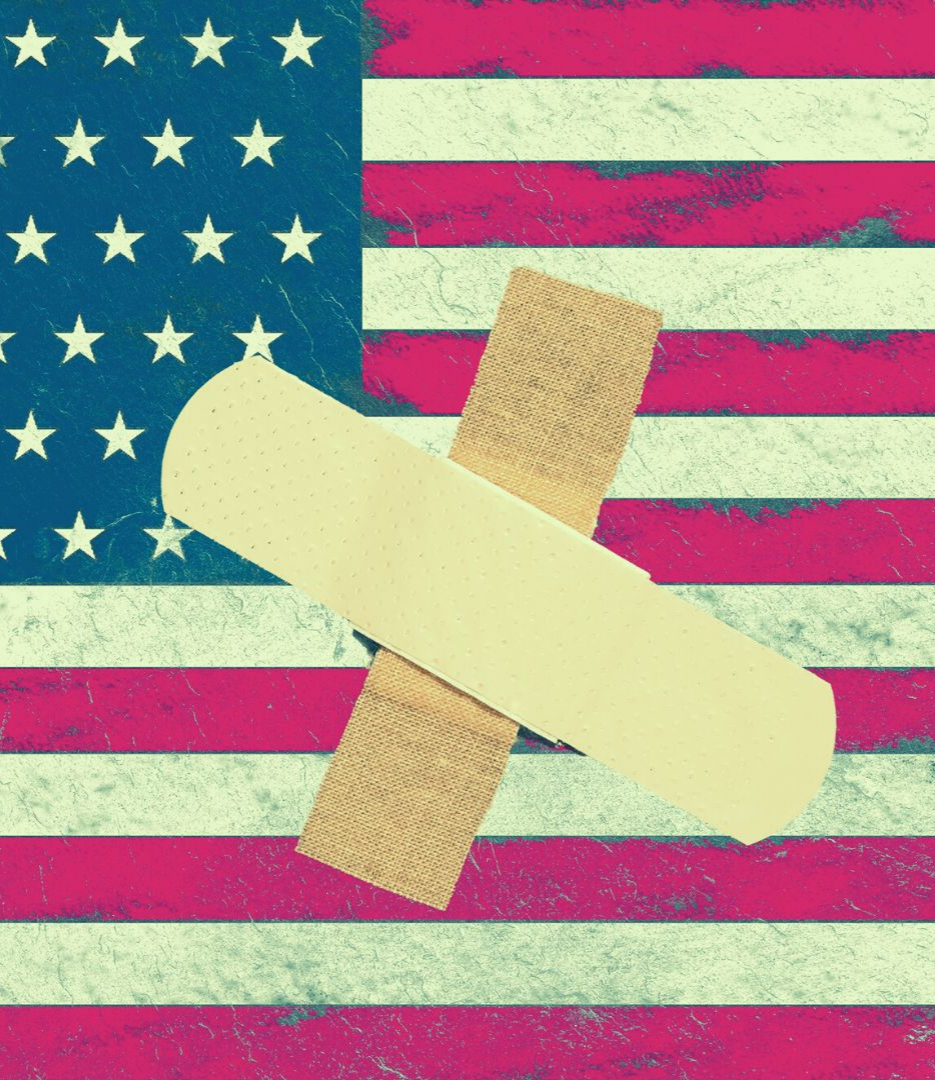
Presented by



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Political Psychiatrist



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Overview

- **Why do this?**
- **5 Big Mistakes**
- **A Better Way**
 - **Smart Politics**
 - **Change Conversation Pyramid**
 - **Change Conversation Cycle**
- **Demo**
- **Q & A**

Why are you here?

Intro Exercise

- 1) Introduce yourself
- 2) Give one PERSONAL reason for being here
- 3) Give one POLITICAL reason for being here

(10 minutes)

The

Personal

Is

Political

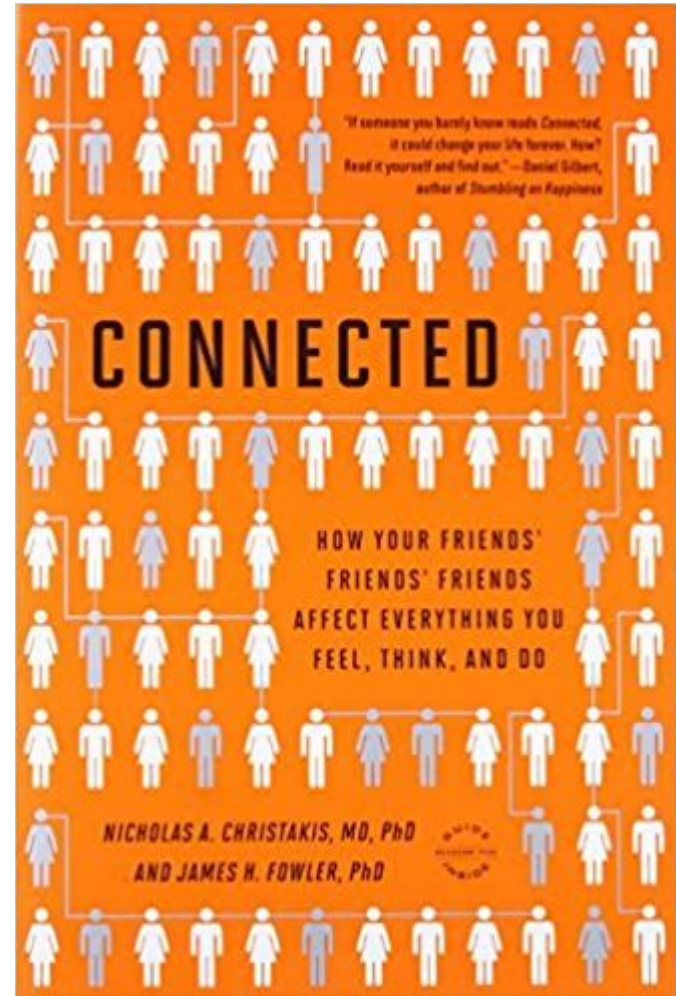
“Just as ripples spread out when a single pebble is dropped into water, the actions of individuals can have far-reaching effects.”

--Dalai Lama--



Three Degrees of Influence Rule

“Everything we do or say tends to ripple through our network, having an impact on our friends (one degree), our friends’ friends (two degrees), and even our friends’ friends’ friends (three degrees).”



Levels of Political Influence



Discussing politics
with people in our
personal sphere of
influence is
the most effective
way for us to make
a difference.



Exercise #2

- 1) Who would you most like to influence in your personal sphere?
- 2) What's stopping you?

(10 minutes)

The 5 Big Mistakes

#1

**Thinking People
Who Disagree With
You Are Bad**



#2

Letting Emotions Get in the Way



Photo by [Julien L](#) on [Unsplash](#)

#3

Trying to Control What Others Think



Image by [Robin Higgins](#) from [Pixabay](#)

#4

**Making Others
Feel Bad About
Themselves**



#5

Arguing with Reason & Evidence

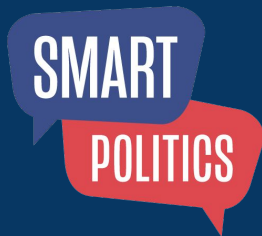


Exercise #3

- 1) Which of the BIG 5 Mistakes do you tend to make?
- 2) Which of the BIG 5 Mistakes do you avoid pretty well?

(10 minutes)

A Smarter Way



Smart Politics Defined

- Advocacy method
- Person-to-person
- Conversation-based
- Psychologically-informed
- Grounded in democratic values

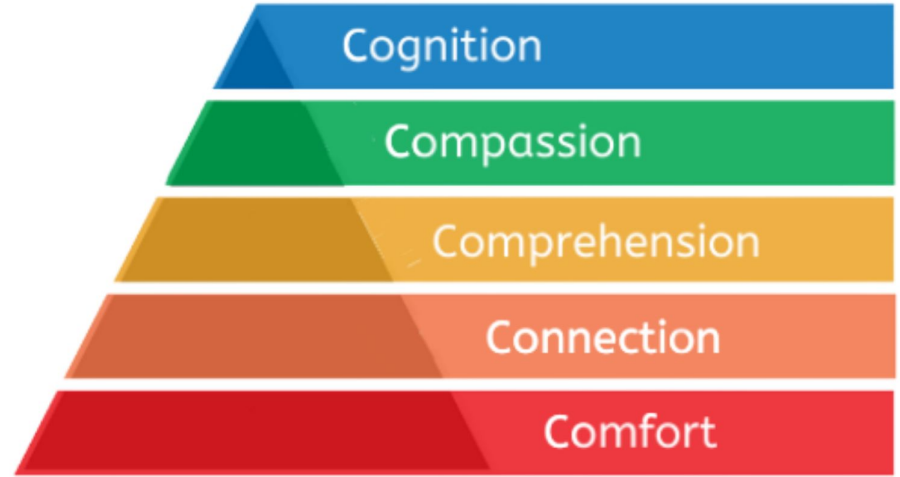
Why do Smart Politics conversations work?

- Respect autonomy
- Avoid triggering defensiveness
- Bypass the Belief Defense System
- Meet the other person's emotional needs (not yours)
- Increase rationality, curiosity, empathy, self-reflection, and open-mindedness

Two Tools

1. Change Conversation Pyramid (CCP)
2. Change Conversation Cycle (CCC)

Change Conversation Pyramid



Comfort

Make them feel
safe-enough to
talk with you

Y O U

A R E

S A F E

H E R E

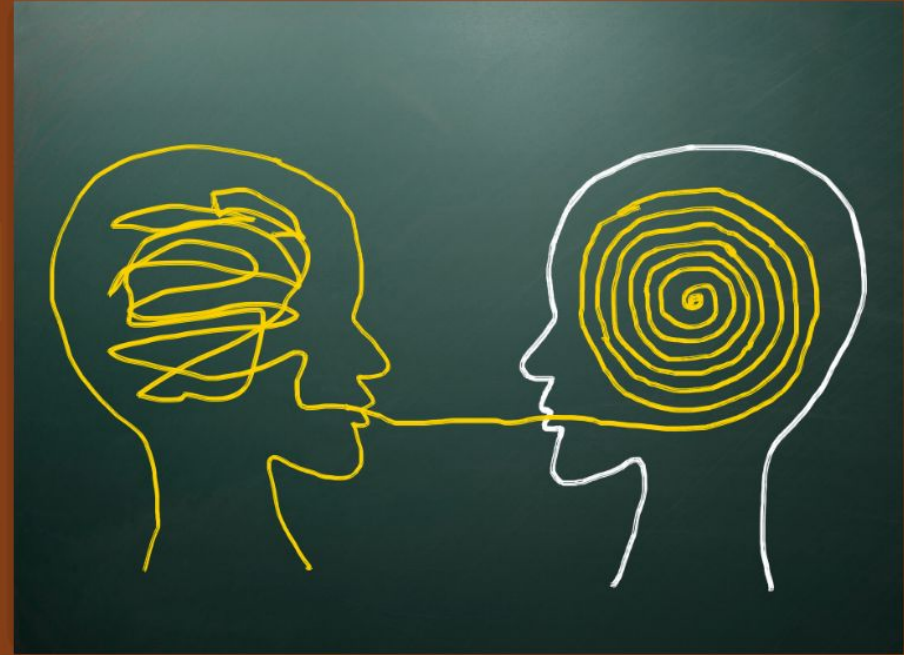
Connection

**Earn their trust so
they will take risks**



Comprehension

Learn their point
of view so they
feel heard



Compassion

Show you care
so they will
listen to your
perspective



Cognition

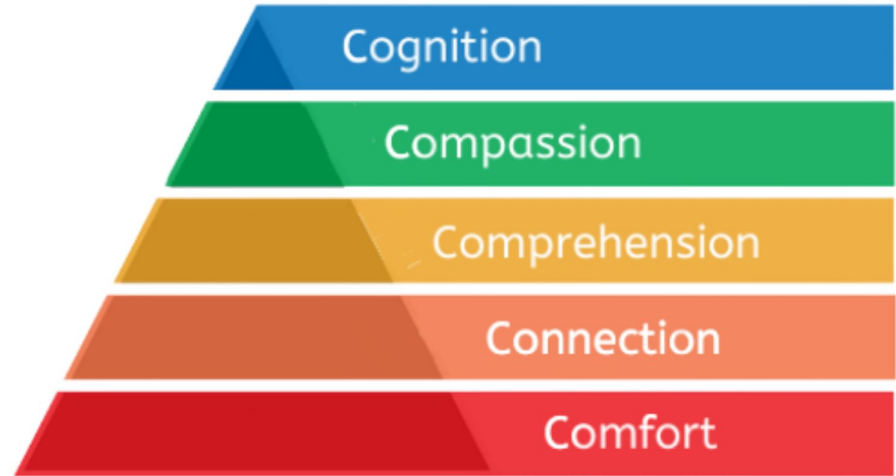
Gently encourage
rethinking so they
can update their
beliefs



Exercise #4

- 1) Give an example of something that worked or didn't work in a past conversation
- 2) Explain the outcome using the Change Conversation Pyramid

Change Conversation Pyramid



Change Conversation Cycle



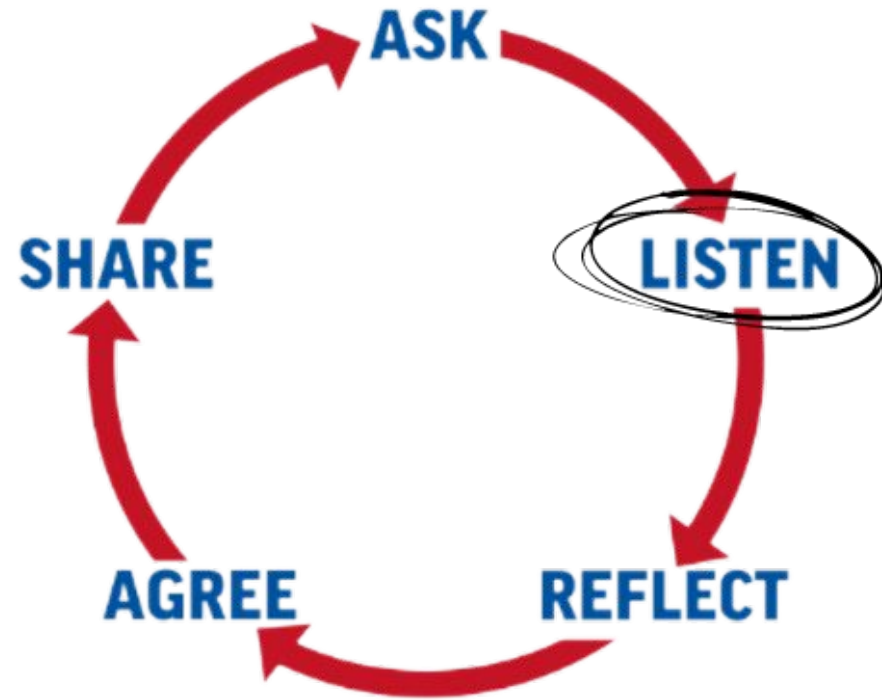
Ask

- Open-ended
- Nonjudgmental
- Curious



Listen

- Pay attention
- Seek to understand
- Don't interrupt
- Let them talk as long as they want



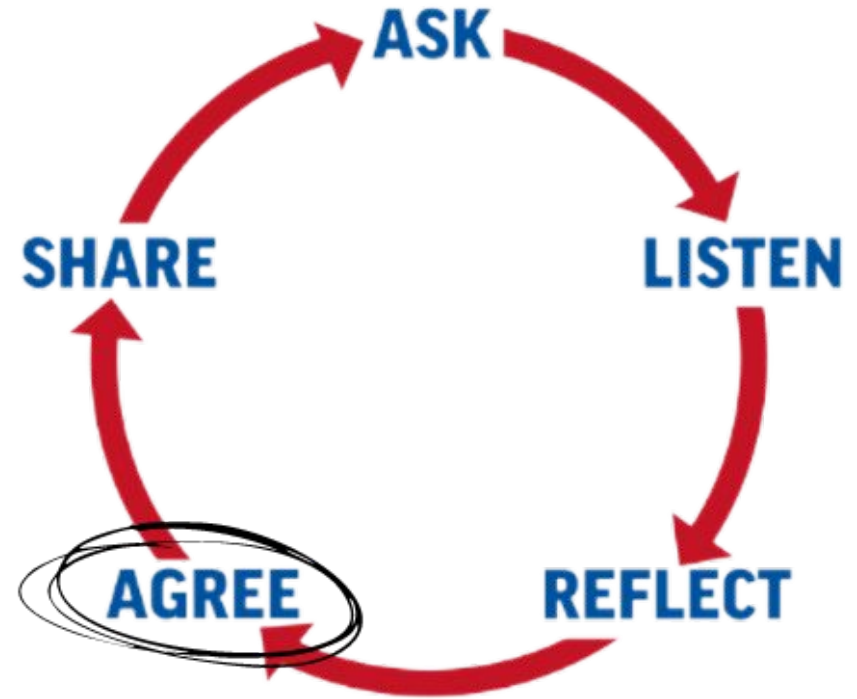
Reflect

- Summarize
- Name feelings
- Acknowledge implicit content



Agree

- ✓ Goals
- ✓ Values
- ✓ Emotions
- ✗ Avoid policies, politicians, parties, and facts



Share



Don't argue with facts or reason



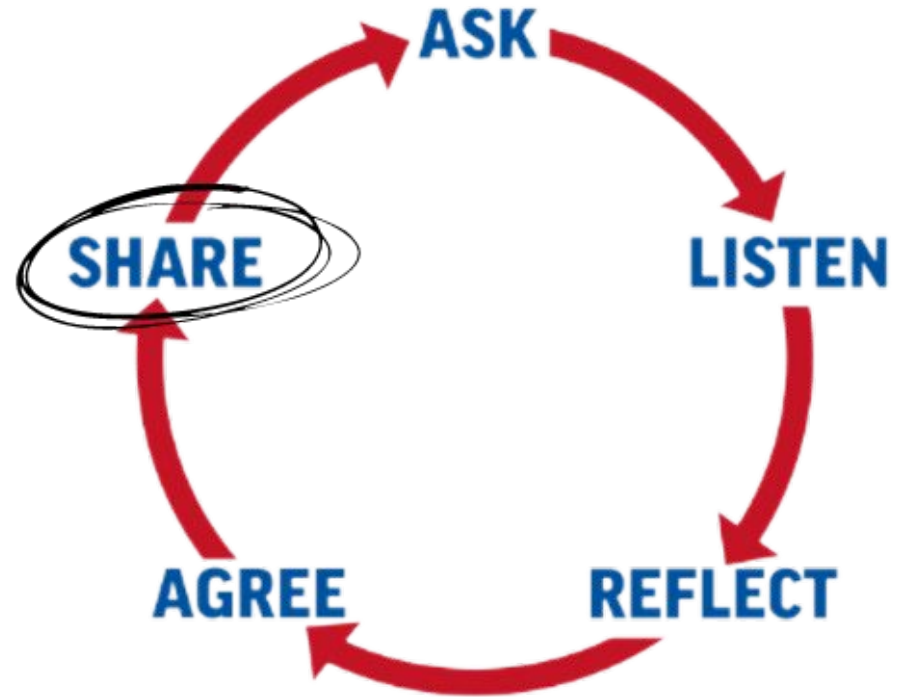
Shift the narrative with a personal story



Get idealistic



Go meta



Demo Convo



Q & A

The logo consists of two overlapping speech bubbles. The top bubble is blue and contains the word "SMART" in white. The bottom bubble is red and contains the word "POLITICS" in white.

SMART

POLITICS

Thank you!

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Register NOW!

Podcast

LIVE Tuesday nights at 8 PM ET

Dr. Karin Tamerius answers your political communication questions on the air.

The

SMART

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Show



After Party!!!