



Introduction to Smart Politics

Stop arguing, stop avoiding, &
start making a difference

June 12, 2022

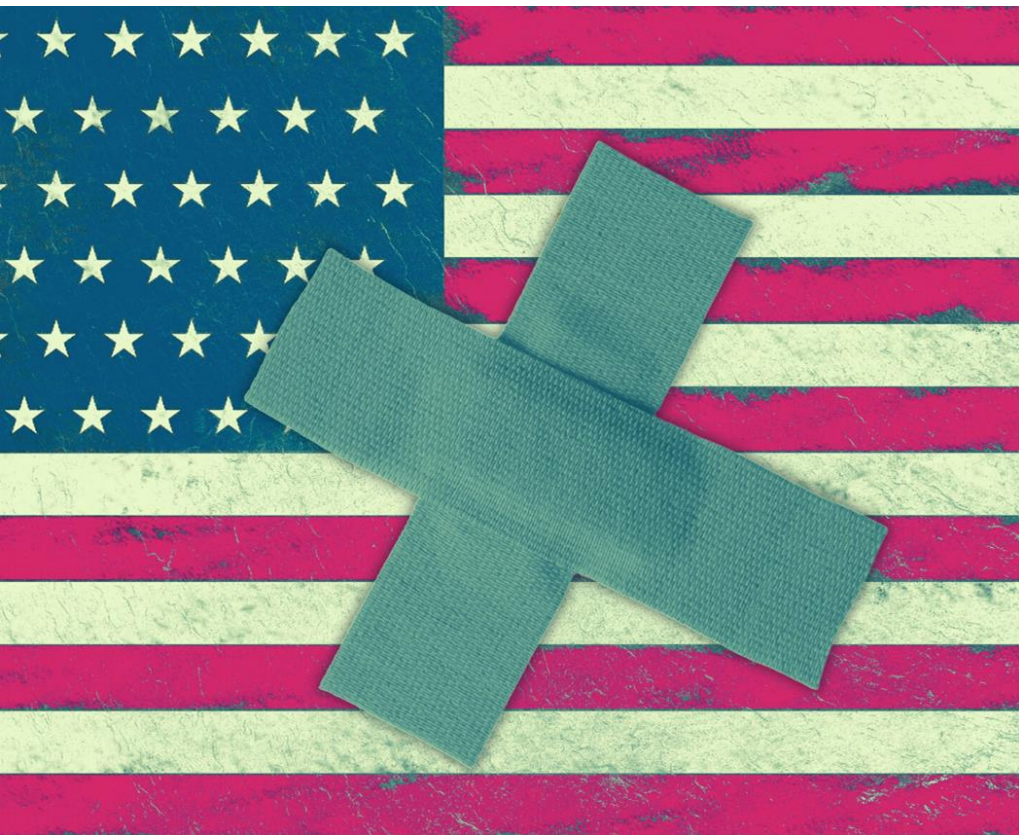


Presented by



Karin Tamerius, MD
Founder, Smart Politics
Political Psychiatrist

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Overview

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

**Why are you
here?**

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



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#4

**Making Others
Feel Bad About
Themselves**



#5

Arguing with
Reason & Evidence



A Smarter Way



Smart Politics

Defined

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

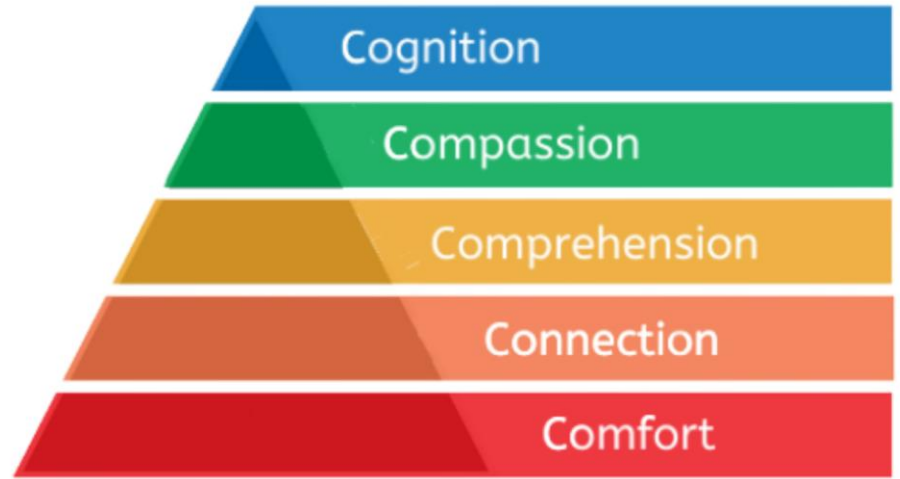
Why do Smart Politics conversations work?

- Respect autonomy
- Avoid triggering ego-based defensiveness
- Bypass belief system defenses
- Meet the other person's emotional needs (not yours)
- Create a “rethinking” relationship
- 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

Y₄ O₁ U₁

A₁ R₁ E₁

S₁ A₁ F₄ E₁

H₄ E₁ R₁ E₁

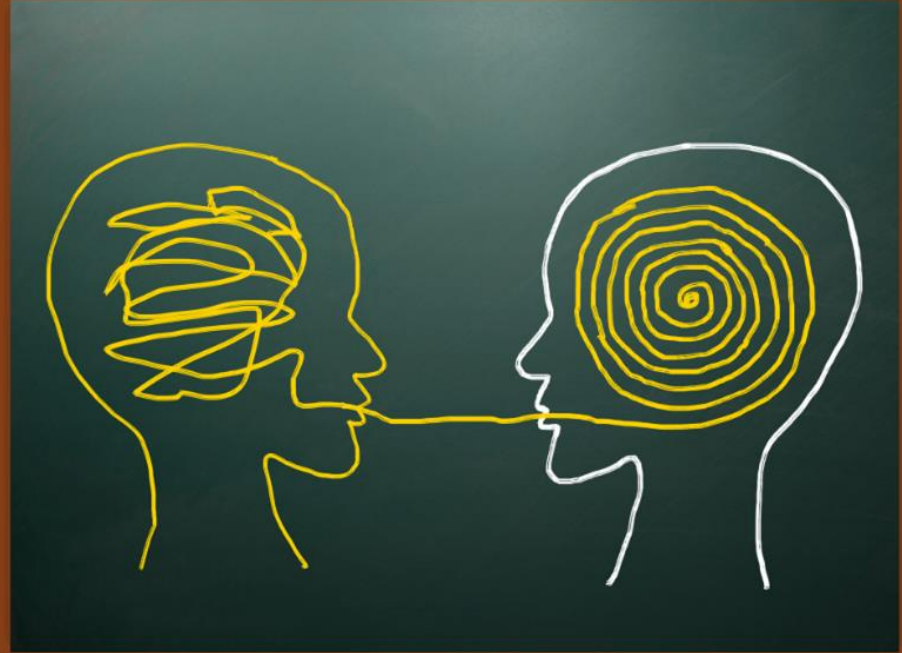
Connection

**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

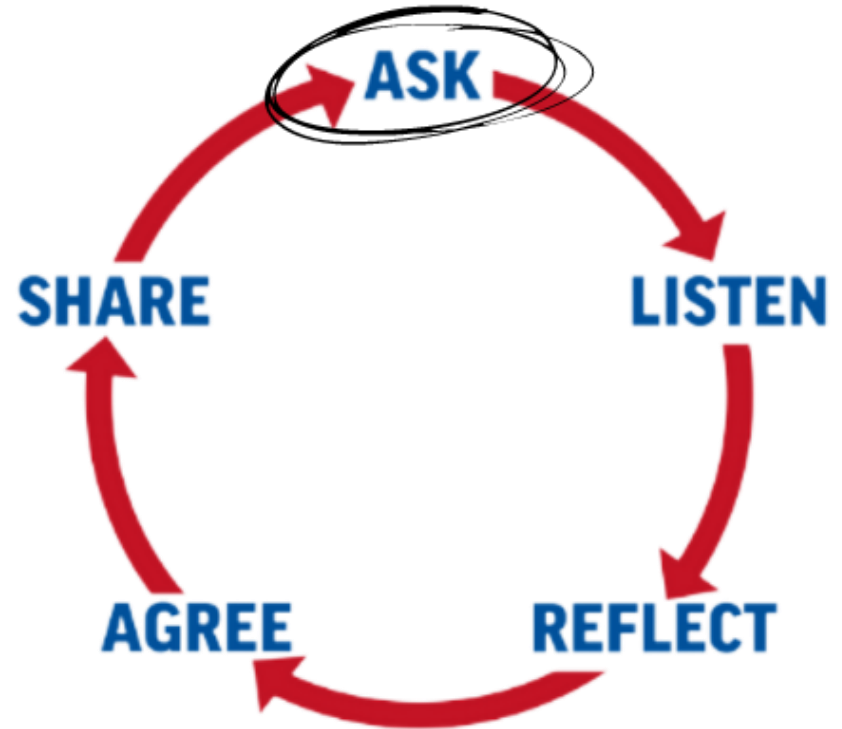


**Change
Conversation
Cycle**



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



Demo Convo



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

SMART

POLITICS

Thank you!

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linktr.ee/smartpolitics
