

SMART

POLITICS

Smart Politics for the Holidays

Uphold your beliefs without
ruining dinner

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Presented by



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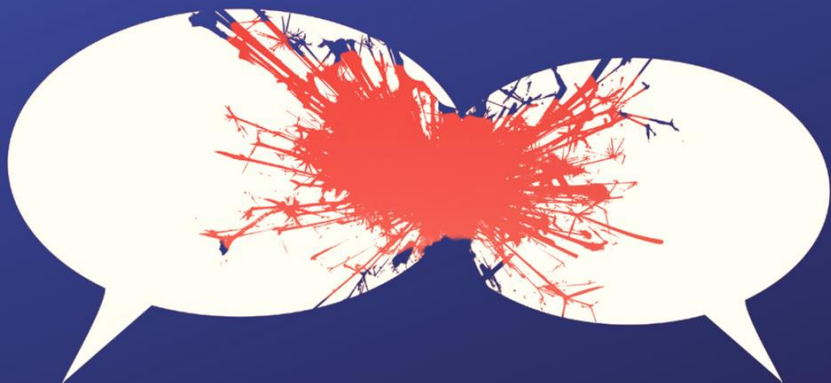
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**Are you a fighter
or an avoider?**

Overview

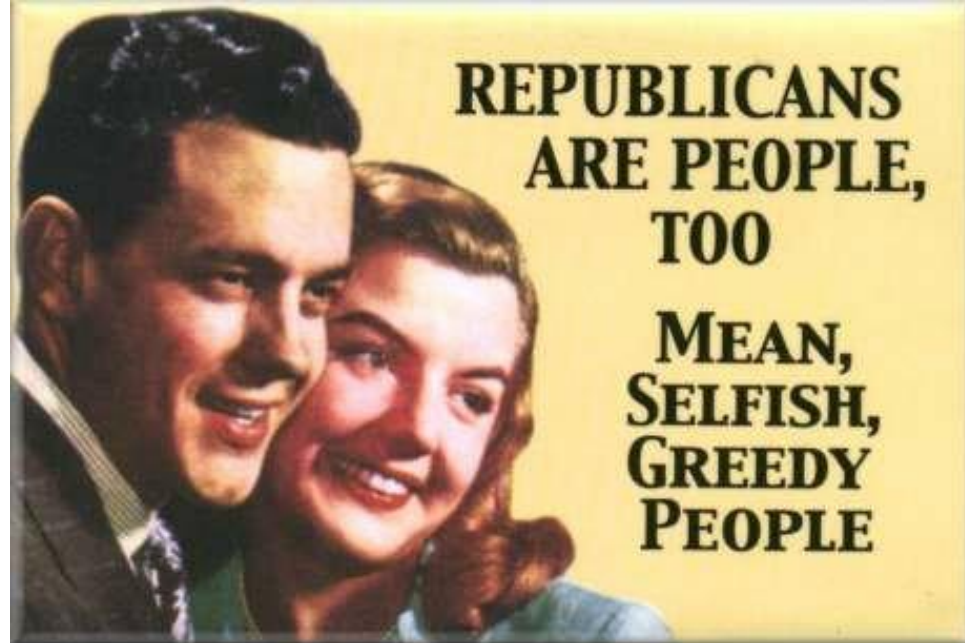


- **Why your conversations don't work now**
- **A smarter approach**
 - Change Conversation Pyramid
 - Change Conversation Cycle
- **Demo**
- **Q & A**

Why Your Conversations Aren't Working

#1

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





We are divided by nurture, not nature

- Parents' political party
- Religion
- Where we're from
- Race & ethnicity
- Sex, gender, sexuality
- Socioeconomic status

#2

**You're Telling
Others What to
Think**



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

Telling others what to think triggers reactance

- Innate psychological dislike of feeling controlled
- Inspires people to do the opposite



#3

**You're Making
Others Feel Bad
About Themselves**



Maslow's Hierarchy of Needs





Photo by [Henry Hustava](#) on [Unsplash](#)

People who feel bad about themselves get defensive

- Fight, flight, or freeze
- Cognitive shutdown
- Can't think
- Can't learn
- Can't empathize

#4

You're Arguing with
Reason & Evidence





Our minds have a Belief Defense System

- Built-in bias against foreign ideas
- Like an immune system for the mind
- Motivated cognition
- Social cognition

#5

Your Emotions Are Getting in the Way



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



When you're triggered, you're less persuasive

- Cognitive shutdown
- Can't be strategic
- Can't communicate clearly
- You trigger others

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**What are your
biggest mistakes?**



Summary:

5 Big Mistakes

- #1** Thinking people who disagree with you are bad
- #2** Telling others what to think
- #3** Making others feel bad about themselves
- #4** Arguing with reason and evidence
- #5** Talking while triggered

A Smarter Way

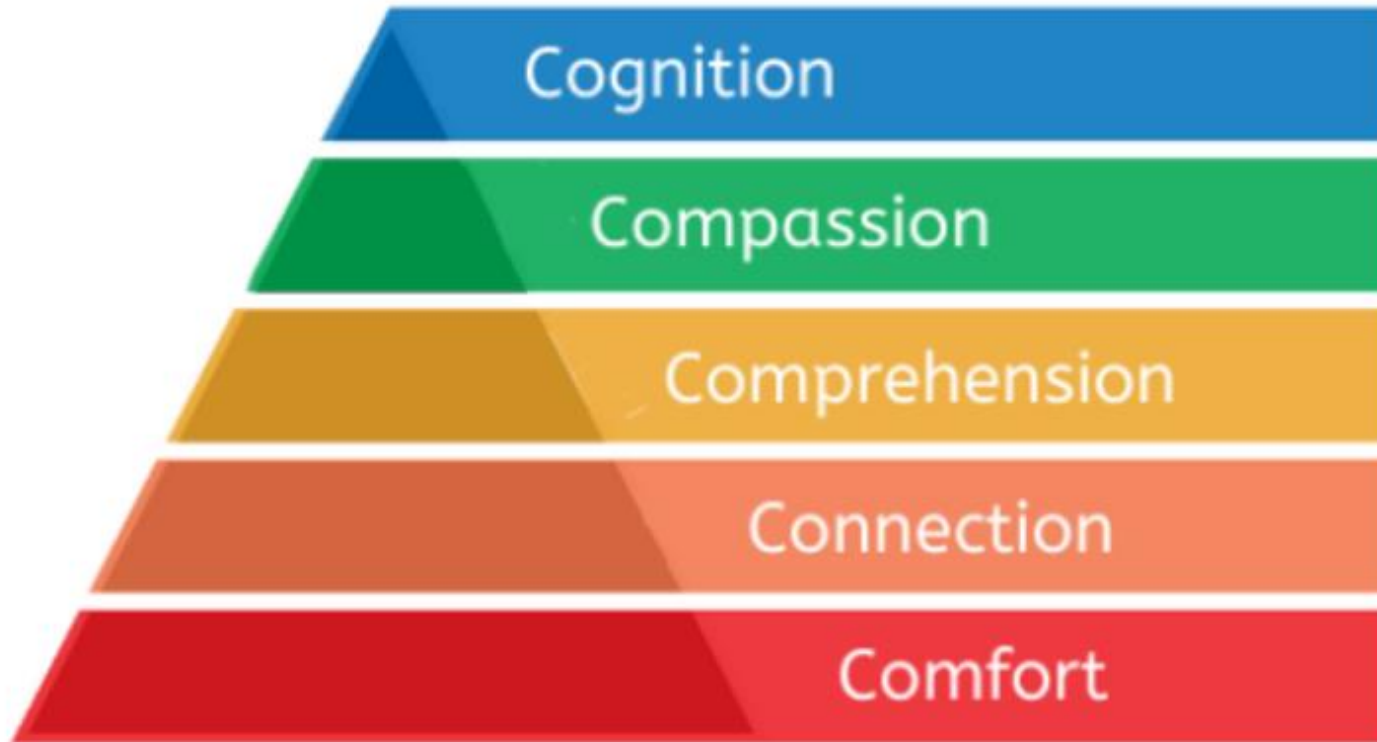
Smart Politics Defined

- Advocacy method
- Person-to-person
- Conversation-based
- Psychologically informed

What makes Smart Politics conversations different?

- Avoid triggering defensiveness
- Bypass the Belief Defense System
- Meet the other person's emotional needs
- Facilitate change by fostering greater rationality, curiosity, empathy, self-reflection, and open-mindedness.

Change Conversation Pyramid



Comfort

**Make people feel
safe-enough to
learn and grow**

How to build comfort

- Be respectful
- No personal attacks
- Assume good motives
- Say you'll still love them no matter what
- Set boundaries

Connection

**Earn their trust
and form an
alliance**



How to connect

- **Make yourself vulnerable**
- **Tolerate differences**
- **Highlight ways you are alike and agree**
- **Reframe “you vs. me” as “us vs. the problem”**

Comprehension

Learn their point of view



How to establish comprehension

- Be curious
- Ask questions about their experiences
- Listen to understand
- Reflect

Compassion

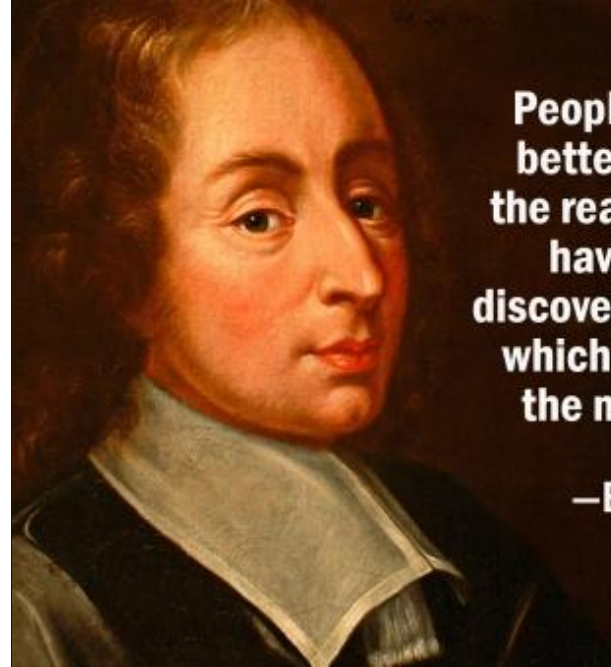
Show you care

- Facial expressions
- Body language
- Words
- Sounds



Cognition

**Gently encourage
them to rethink their
point of view**

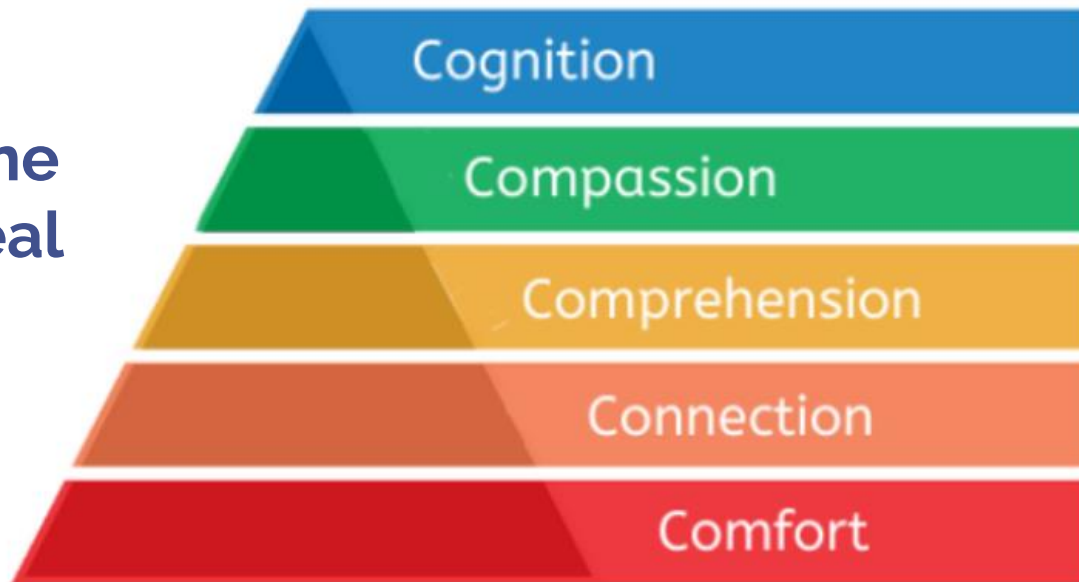


**People are generally
better persuaded by
the reasons which they
have themselves
discovered than by those
which have come into
the mind of others.**

—Blaise Pascal

Change Conversation Pyramid

How can someone
do all that in a real
conversation?



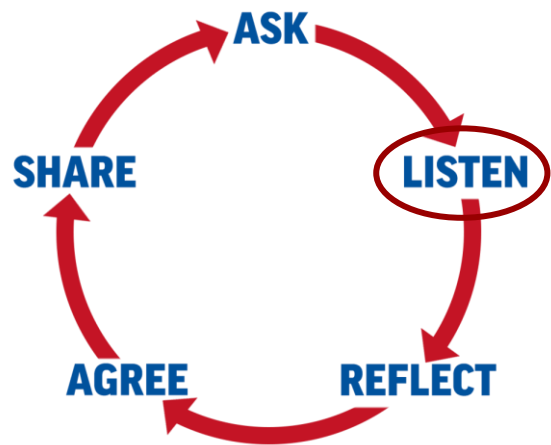
Change Conversation Cycle



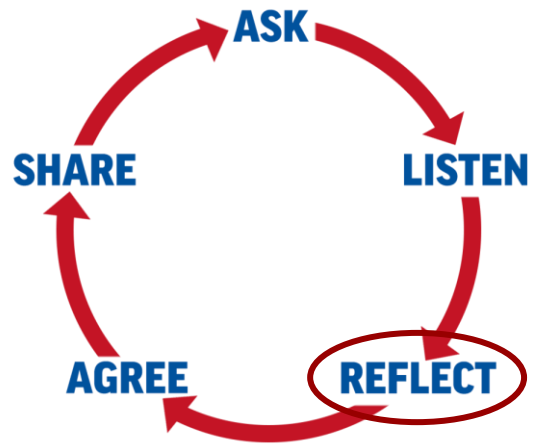
ASK



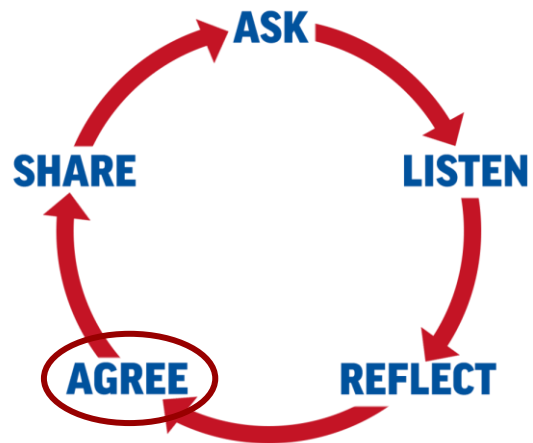
LISTEN



REFLECT

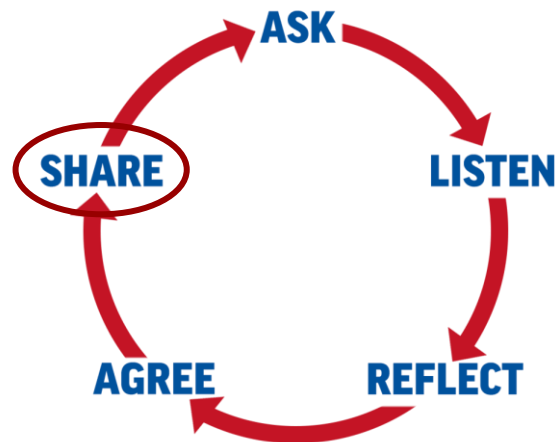


AGREE



YEAH!!

SHARE



Demo

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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