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CLEAR THINKING

from Uncommon Knowledge

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Psychology for success, health and happiness

June 2005

Sent only to subscribers

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In this month's Clear Thinking...

1: Top Tip: Make a positive impact with men AND women

2: Inspiring Quote: Persistence is all!

3: Book Review: Blink

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We're really excited this issue because we've just launched our new newsletter 'Inspired Minds' over at HypnosisDownloads.com There are two free downloads in the first issue, so if you would like to get them, you can sign up at:

http://www.hypnosisdownloads.com/learn_hypnosis.html

1: Top Tip: Make a positive impact with men AND women

Generally there are gender specific ways of listening. You'll win more points from a man if you are impassive when he speaks. Too many expressions of empathy and 'micro-facial mimicry' can give the impression that you are weak or that you don't know your own mind - especially in formal situations such as business meetings.

But watch two women having a conversation and you'll notice that BOTH women will display the emotions being discussed on their faces. So when one woman tells another of a disgusting experience, the other looks disgusted; when she talks of something she found amazing, the other looks amazed. And when they talk of lust or love, the other mirrors this by looking lustful or loving. It can be hard to tell from the outside which one of them the emotional event actually happened to!

Men don't communicate like this. If you're a man wanting to 'connect' to a woman, mirror the emotions of what she is telling you in your facial expressions – but don't overdo it!

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2: Inspiring Quote: Persistence is all!

"Nothing in the world can take the place of persistence. Talent will not, genius will not, education will not. Persistence and determination alone are omnipotent."

Calvin Coolidge, 30th US President, 1872 - 1933

"The one quality all successful people have is persistence. They're willing to spend more time accomplishing a task and to persevere in the face of many difficult odds."

Dr Joyce Brothers, US psychologist, author & media personality, b1928

The most successful people are those who work hard and don't give up rather than those with the best exam results from school. They'll stay up all night, if necessary, to complete a task to their satisfaction.

There's a very positive relationship between a person's ability to accomplish any task and the time they're willing to spend on it. The barriers they encounter on their way are not seen as walls which block progress, but as hurdles to jump.

Who is the most persistent person you know?

Look at them a little more closely. How talented are they, how well educated, how determined?

What about you?

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