



Unit 4 Talk to Strangers

LET'S START THE
CONVERSATION



Step #1: The Warm-up

Before we get into what to say to a stranger,

Your warm-up

- Your approach
- And what happens before the interaction

Friend Signals

Foe Signals:

- Crossed arms
- Lack of eye contact
- Hidden hands

Friend Signals:

- Open body language; open torso with nothing blocking you
- Direct eye contact upon approach
- Visible hands ready for the handshake

Step #2: Eyes contact

1. Be friendly
2. Eyes contact
3. Introduce yourself
4. Environment
5. Find what they interested
6. Ask an open-ended question



Step# 3: Initiating a Conversation

- Finding a topic
 - You, the other person, the situation
 - Compliments
 - Humor
- Asking questions
 - Open-ended questions, not close-ended
- *Saying you have to meet up with friends?*
- *Introducing yourself?*



Free Information

Extra information contained in a response that can suggest further topics of discussion



- Susan: Hi. It's really raining out today, isn't it?
- Sally: Yes. It never rains like this where I'm from.

Step #4: Listening & be positive

- Take turn to other
- Listen and response
- Positive attitude
- Body language



Step #5: What should you avoid asking



- Politic
- Religion
- Money
- Personal problem



Skill Building: Small Talk



Small Talk Paper: (Option)

Your assignment is to start a conversation with a stranger or acquaintance and talk to them for at least five minutes.

1. Describe the context of the conversation, person you talked to, how long the conversation lasted, and what you talked about. This should be an in-depth description (e.g., at minimum 5 sentences).

2. What do you think you did well in this interaction?

3. Overall, what were the difficult aspects of this interaction for you?



Work with a partner

Make a small talk during a coffee break

- Ask, if she is enjoying the symposium.
- Showing someone a free gift you got.
 - Look at this I got it at the...stand.
 - That's really cool/ interesting/ amazing.
- Giving an opinion
 - It always surprise me that.....
 - The thing about this symposium is.....



Work with a partner

Giving personal information

- My...is ill/ on holiday/at work.
- I talked to my.....day and s/he said.....



End the conversation politely

- Anyway, let me give you my card
- Sorry, I really have to go now
- I should really get going. I have another appointment in a couple minutes.
- Listen, I've just seen Dave over there. Excuse me a moment, I really need to catch him.
- Why don't I come back afterwards to take a look

Talking about the symposium

Are you looking after a stand at the symposium?

- Yes, we have a stand here.
- I'm actually just here to look around and do some networking

What do you think of the symposium so far?

- I'm enjoy it a lot.
- It's quite good, Certainly better than last year.
- I 'm a bit disappointed, to tell the truth.



Closing Conversation

- Watch for nonverbals the conversation is winding down
- Use body language to signal conversation is ending
- Leaving phrases
 - “It was great talking to you”
 - Apologize for keeping the person from something
 - Excuse to leave
- Appreciation for the conversation
 - Smile
- *Summarize main points of conversation?*



Talking about your company

- What company are you with
- And what about you? What do you do?
- And who do you work for?
- Are you looking after a stand at the symposium?

What does your company do (exactly)?



Work with a partner , write a follow up email

Dear ...

- I just wanted to say it was nice to meet you at the symposium last week.
- I told my head of department about your products.
- Do you mind if I ask who your contact person there is?
- I 've be very grateful if you could put me in touch with someone there.
- Thanks in advance



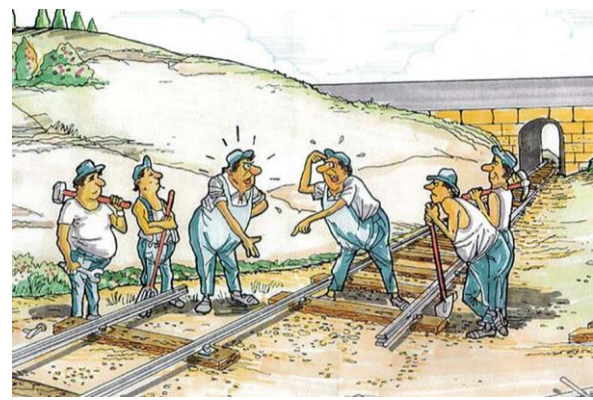
Bad Example

- <http://www.youtube.com/watch?v=VU90WbQyaUg&feature=related>

Learn how to talk to strangers

<http://youtube.com/watch?v=Q2cfh8X9v8s>

Homework



1. Tell me about yourself.
2. Select ad and answer why are you the best candidate for this position?
3. What is your strength?
4. What are your goals for the future?
5. How do you handle stress and pressure?

Homework submit to me (Aj. Nisara)