



jock hatfield

a typewriter warmed in hell

How to be a Conversationalist

Some shy people spend their lives in fear of conversation. They duck into bushes when they see strangers on the street. They hate barbers. They avoid mirrors. But

with a few rules, even the shy person can learn to speak without saying anything. Philip Zimbardo has come up with a shyness book that provides a blueprint for every conceivable English conversation.

How would Einstein theorize about O'Keefe?

Although the O'Keefe formula is secret, certain factors in the equation are well known:

1. O'Keefe has a hearty, full-bodied flavor.
2. It is smooth and easy going down.
3. Its head commands respect.

Our theory is that Einstein would have concluded: *It's too good to gulp.* Relatively speaking, of course.



Imported from Canada by Century Importers, Inc., New York, NY

Saying Hello

The conversationalist must lay a foundation for empty talk. The first step is to say hello to everyone you pass. "For the next week," advises the book, "greet every person that you pass on the street in your office or at school. Smile and say 'Hello, nice day,' or 'Have you ever seen so much snow?'"

Some shy people won't be up to this. Zimbardo advises them to start out slow: "Call the information operator and ask for the telephone numbers of people you want to call. Also thank the

operator and note his/her reaction."

Anonymous Conversations.

Once you have made all these close and lasting relationships, you will have to come up with some excuse for talking. Zimbardo provides a conversation starter collection:

"This line is so long, it MUST be a good movie."

"I had a horrible time parking around here, do you know a good place?"

"That's a nice sweater (briefcase, etc.). Where did you get it?"

"Your hair looks great."

"You're an excellent gardener. What do you do about bugs? How do you raise such lovely cockle shells?"

If these don't work, be ready with a few personal anecdotes. "Write down two or three interesting stories that other people have told you. Jot down jokes if you feel comfortable telling them. If you have trouble remembering the punch lines, jokes aren't your best bet."

Good conversations require rehearsal. "Practice ahead of time with friends or an empty chair or the mirror or the tape recorder," Zimbardo recommends. You can even save these recordings to play back to your children.

Keeping the Conversation Rolling

Throw in statements such as "How did the Dodgers do yesterday?" and "How do you feel about President Carter's selection of Cyrus Vance?" If this doesn't work, Zimbardo recommends self disclosure. This tactic is calculated to illustrate your vulnerability. Try something like "I just got a divorce and feel a little shakey." or "I have terminal cancer."

If you get your companion to say something, sprinkle reinforcement statements liberally. Here is your reinforcement statement starter collection: "Yes", "uh-huh", "right", "I see", "that's interesting", "incredible", "really", "sure", "Okay", "right", compiled by Zimbardo. This will keep your companion on his toes.

What if they threw a conversation and nobody came?

Now that you have your conversational ammunition, you need someone to shoot it at. Zimbardo provides several solutions:

"Find someone (opposite sex) in your office or class or social club. Call him and her on the phone and ask about the latest work issues, class assignment or upcoming event."

"Ask to join the next game or bull session you see in progress."

The book also recommends several organizations: "a writers' workshop, a hiking group, a

woman's study group, a Save the Whales meeting."

"Save the Whales" meetings are conversational gold mines. Whale meetings not only bind you together in a moral struggle, but open whole new conversational vistas. You can discuss the whaling revolution, the evolution of special species, and whale board games. You can even modify your conversation starter set:

"Have you seen any good whales lately?"

"That's a fine whale button (briefcase, etc.) you have there. Where did you get it?"

"I like your whale."

"This is a long line, it MUST be a good movie."

Clip Out conversations:

Some shy people have poor memories. The following conversation set should help you out. Choose one from each class at lulls in the conversation:

Set A (conversational opener)

1. Hello. Have you ever seen so much snow?

2. This looks like a bull session to me. Mind if I join in?

3. What's new about work issues, class assignments or upcoming events?

Set B (to liven up lulls - preferably for member of opposite sex.)

1. You are an excellent gardener. What do you do about bugs? How do you grow such lovely cockle shells?

2. I just got a divorce and I feel a little shakey.

3. How would you like to hear a personal story or opinion? (insert rehearsed anecdote here)

4. Read any good book reviews lately?

Set C (Conversation requires new vigor)

1. Yes, right, okay, uh huh, I see, incredible, really, that's about the sum of it.

2. How do you feel about President Carter's selection of Cyrus Vance?

3. I have terminal cancer.

4. Your hair looks great.

Cutting the conversation off

The next problem is getting out of the conversation. Some never solve this problem. Zimbardo recommends "breaking eye contact, moving legs or feet towards the exit, leaning forward, smiling, nodding, and shaking hands." This should effectively scare your companion away.

If you have followed these steps carefully, you are now prepared to enter any party or grocery store without worrying about being caught empty-handed. You are fully protected from genuine spontaneity, and will fit in with every crowd.

SPECIAL GIFT IDEAS

from Harry Ritchies

SPEIDEL & J.B. I.D. BRACELETS



YOUR CHOICE

\$4⁸⁸

MEN'S LADIES'

Regular values to \$7.50

Student accounts welcome

Harry Ritchies JEWELERS

Home of Karpenski Diamond Rings

Downtown on Mall Valley River Center

ORIENT EXPRESS

SATURDAY MADNESS

FREE!



Drive up window



mini-order of shrimp

with any purchase & coupon

good Saturday Nov. 11, 2 pm till 10 pm

located Hwy 99N at Roosevelt next to DJ's

CHINA BLUE RESTAURANT

WATER CHESNUT WITH PEAPODS

A dish rich in color, flavor and taste

\$3.95



China Blue

879 E. 13th Ave.
343-2832

Hours

Mon.-Thurs.
11 to 10
Fri. 11 to 11
Sat. 5 to 11
Sun. 5 to 10