



# CONVERSATIONAL RECEPTIVENESS

There are many benefits to being more receptive in conversation with others, especially if that conversation involves opposing viewpoints. How receptive someone perceives you to be influences what they think of you in the moment as well as how willing they are to interact with you in the future.



If you're looking to be more receptive in conversation, consider using frequent examples of *acknowledgement* (e.g., "I understand that..." or "I think you're saying...") and *hedging* (e.g., "sometimes" or "perhaps").



Consider avoiding or limiting negation ("does not" or "will not") and explanatory language ("because" and "therefore").

**Conversational receptiveness isn't about being polite.  
It's about making the other person feel heard by your behavior.**