

Communication in the Gender Gap



It's no surprise that men and women tend to communicate in different ways. One is not better than the other, they are simply different. Whether in BUSINESS or life, it poses a challenge in trying to understand one another. For a group to function, it is important to understand different conversation styles. Here are some of the TYPICAL differences between how each gender tends to express itself.

Men

Women

Intent	Utilitarian – Typical men appreciate conversation when there is a fruitful end, or a problem solved.	Explorative – Women tend to converse in an attempt to create a relationship or develop trust.
Processing	Internal	External
Delivery	Direct – Though not necessarily rude, men tend to get to the point and say what they are thinking.	Indirect – They may tend to “test the waters” or hope YOU will pick up on an idea as your own.
Head nod	“I agree”.	“I understand”.
Gestures	Large arm and hand motions with few or smaller facial expressions.	Gestures closer to the body. Relies more on facial expressions.
Topics	Work and events.	Family and people.
Eye contact	Breaks away.	Constant.
Listening	Tend to take a more relaxed posture. Listening is compassionate because we can solve a problem.	Prefers good posture or even leaning forward to show attentiveness.

Of course, what is important, is to take the time and understand the other person. Interpersonal communication is difficult because we, by and large, only consider one perspective; our own. A good coach will help you get your ideas across while understanding the priorities of your colleague, mate or customer. What could you accomplish if you were more persuasive with others? How much more successful would you be with an ability to connect with almost **anyone**? Call Momentum and make it a reality!

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