

Quadrant II Newsletter

Research shows that the difference between leaders who derail in their career and those that soar to great heights is social skills. Social skills appear in the second quadrant of Stephen R. Covey's Importance-Urgency matrix: social skills are important to a career but not urgent (Covey is author of the top-selling business book *The 7 Habits of Highly Effective People*). Quadrant II provides an opportunity for business and technical professionals to learn and try out new social skills based in science.

6Sept2018, author: Valerie Patrick, PhD, *How Laughter Makes Science Engaging*

Quotable (*Key Message*)

Use humor to make science engaging.

Quantify (*The Science*)

Neuroscientist Robert Provine has found that we are thirty times more likely to laugh if we are with someone else than if we're alone

(<https://www.psychologytoday.com/us/articles/200011/the-science-laughter>).

Dr. Provine also reports that laughter is contagious. Neuroscientist Sophie Scott has found that you are more likely to catch laughter from someone you know (https://www.ted.com/talks/sophie_scott_why_we_laugh?language=en).

In addition, Dr. Scott finds that we laugh to show someone we like them and understand them. If you are more likely to laugh when someone you know is laughing and laughing is a social cue that you like someone, then making someone you don't know laugh is likely to make that person like you! Liking, in turn, is a key step to engaging another in speaking or writing.

Qualify (*Put into Practice*)

I was asked to talk about climate change to people I didn't know at a different work site. It was important for me to engage those colleagues I didn't know so that they would talk to their family and friends about what they had learned. I decided to use humor and it worked. I opened with a funny story about my personal struggles to be environmentally responsible as the Head of Sustainability for the company. I next showed a picture of the MythBusters (<https://en.wikipedia.org/wiki/MythBusters>) and then presented my content as myths that I then busted with scientific facts.

Quip (*Fun*)



Picture of Amy annoyed by Sheldon: Humor that is distasteful or makes fun of others is not an effective way to engage others (Amy reacting to Sheldon on the Big Bang Theory).

Quest (*Resources*)

How do you #makescienceengaging? Learn more here:

<http://fulcrumconnection.com/blog/making-science-engaging/>.

Click on this link to take a short survey on traits of technical people and you will receive the final list of technical traits with a white paper on how these traits can be leveraged for leadership:

<https://www.surveymonkey.com/r/63KKV8K>

About Fulcrum Connection LLC

Fulcrum Connection specializes in instructional design, training, speaking, facilitation and consulting to develop skills in leadership, innovation, sustainability, troubleshooting teamwork, and managing technical professionals.