Making Connections

Sharing Personal Information
• Discourse markers
  *they make you sound relaxed & natural
• Pointing out things in common
• “Used to” to talk about your past
• American conversation style
1.2 Making Connections

Key Language: Discourse Markers

Successful Small Talk
1.2 Key Language: Discourse Markers

- Actually…
- Well,…
- True.
- You’re right.
- That’s funny.
- You’re kidding!
- I hear you.
- Sorry to hear that.

Successful Small Talk
“Actually, …”

1. Modifies or contradicts a previous statement

Ex. “Do you visit Paris often?”
   “Actually, no, because it’s far from here.”
“Actually,...”

1. Confirms or adds more precise information

Ex. “Did you work with Jane last year?”
“I did, actually! Say hey to her for me!”
Well,…

1. Gives you time to find your words

Ex. “What do you think of the new director?”
“Well…he’s not too bad, I guess.”

“Well,…”

1.2 Making Connections

Key Language:
Discourse Markers

Successful Small Talk
Key Language: Discourse Markers

“Well,…”
1. Makes a disagreement more polite

Ex. “Your brother’s a policeman? That sounds like an exciting job!”
“Well…it’s more stressful than exciting.”

Successful Small Talk
“True.” & “You’re right.”

- Simple: Shows you agree!

Ex. “Working with technology is less emotional than with humans.”
“True. At least with technology you can control what happens.”
“That’s funny!”

- After a coincidence, or something funny

Ex. “I went to Madrid last year for a conference.”

“That’s funny. Me too! Which one did you go to?”
“You’re kidding!”

- After a coincidence, or something surprising

**Ex.** “My daughter went to Montpellier to study French.”
“You’re kidding! So did my son!...But to study engineering.”
**Key Language:**

**Discourse Markers**

“**I hear you!**”

- = I understand your point of view; I sympathize with you.

**Ex.** “That was one long meeting! 4 hours?!”

“I hear you! Time for a coffee break!”
“Sorry to hear that.”

- For reacting to bad news

Ex. “We had to stop because we just didn’t have the funds.”
“Oh, sorry to hear that. So what are you working on now?”
Conversation Strategy: Pointing Out Things In Common
Conversation Strategy:
Things In Common

Creates trust, rapport, and shows connections

We LIKE working with people like us!

• Me too.
• So do I.
• Me neither.
• Neither do I.
Conversation Strategy: 
Things In Common

Me too!  So do I!

= used with positive statements

Ex. “I went to this nice Italian restaurant last night. I love Italian food!”
“Me too! Where did you go?”
Conversation Strategy:
Things In Common

Me neither!  Neither do I!
= used with negative statements

Ex. “I don’t think the weather’ll be very good this weekend.”
“Me neither. I saw the weather forecast…”
A more advanced technique :)

Listen for something you have in common (ANYTHING!) and create a “bridge” in the conversation.
“We went to Aspen, in the Rockies, for vacation last year and tried cross-country skiing for the first time. Hard stuff!”

TRAVEL: “Was it fun? I visited the Rockies 10 years ago, during a trip to the US. The landscape was beautiful!”
Conversation Strategy: Things In Common

“We went to Aspen, in the Rockies, for vacation last year and tried cross-country skiing for the first time. Hard stuff!"

SKIING: “Yeah, but it’s good for you. With my wife, we go cross-country skiing in the Alps during winter vacation.”
Conversation Strategy: Things In Common

“We went to Aspen, in the Rockies, for vacation last year and tried cross-country skiing for the first time. Hard stuff!”

WINTER SPORTS: “But you can enjoy the landscapes. I like snowshoeing because you have time to enjoy it.”
Zoom On: “Used To”
For situations or regular activities in the past

- “I used to work at RoyTech.” (but now I’m at SimDrone)
- “I used to live in Marseille.” (but now I live in Lyon)
- I used to play guitar. (but I don’t have time now)
1.2

Zoom On:
“Used To”

CAREFUL!

I used to travel for work =
Avant je voyageais

I’m used to traveling for work =
J’ai l’habitude de voyager

Successful Small Talk
Pause the video and think of 3 things you can say about yourself with “I used to…”

Say them out loud! (à haute voix)
Cultural Insights: Looking For Consensus
Cultural insights:

- FRANCE = conversation is lively; friendly argument makes good conversation

- USA = connections, similarities, consensus (perhaps POLITE disagreement)
That's all for module 1.2!