

360. The Laws of Connection with David Robson

[00:00:00] **David Robson:** To really create a connection, what you need is to actually go deeper than that, and to be, has to be those why questions, like, why do you feel like that? Why was that event so, important for you, like, what made it so moving, like, if you did this thing at Halloween, like, are you spending that holiday with, and why were they important to you?

Those are the things that we should really be looking at. I just think the research shows that in conversation in general, we just don't give enough of that information to create that shared reality.

That was David Robson on psychologists off the clock.

[00:00:37] **Jill Stoddard:** We are four experts in psychology here to bring you cutting edge and science based ideas from psychology to help you flourish in your relationships, work, and health.

[00:00:55] **Debbie Sorensen:** I'm Dr. Debbie Sorensen, a clinical psychologist practicing in Mile High, Denver, Colorado, and author of Act for Burnout, Act Daily Journal, and the Act Daily Card Deck.

[00:01:05] **Emily Edlynn:** From America's Heartland, I'm Dr. Emily Edlynn a clinical psychologist based in Chicago, Illinois, and author of Autonomy Supportive Parenting.

[00:01:13] **Michael Herold:** Calling in from Vienna, Austria. I'm Michael Herold, ACT coach, confidence trainer, and author of an upcoming book on being a better conversationalist and making friends.

[00:01:22] **Jill Stoddard:** And from coastal New England, I'm Dr. Jill Stoddard, author of Be Mighty, The Big Book of Act Metaphors, and Impostor No More.

[00:01:29] **Emily Edlynn:** We hope you take what you learned here to build a rich and meaningful life.

[00:01:33] **Michael Herold:** Thank you for listening to Psychologists Off The Clock.

Hello everyone. I am here with Jill to discuss my interview with David Robson on the loss of connection at book that I absolutely loved and I got a lot out of it. Jill, what were your thoughts listening to the interview?

[00:01:55] **Jill Stoddard:** Oh, Michael, I absolutely loved this interview, and, you know, I think we, we know that we're living in this epidemic of loneliness, and we are craving connection, and yet it feels like such a hard thing to do, so I just think that this topic was so timely, and you and David, Give the listeners an understanding of why it matters, um, and what we need to do to establish greater connections.

And, you know, one of the things you talk about is how important it is for people to really put themselves out there and to be vulnerable and authentic.

And I was just thinking about how incredibly difficult that is to do. And I know for myself, I do try to do that because I genuinely understand that vulnerability is. What is going to breed intimacy. And that is what breeds connection. Um, Like, so we just moved to this new city a year and a half ago, so I'm really in the heat of meeting new people, right?

And I've been sharing a lot. And after every social interaction, even though I've had a great time, I'm constantly worried that it was TMI. Right? Like they're going to judge me. I said too much. I can't believe I told them this super personal thing and it was like our first date and you know, the rules say you're not supposed to tell people those things till like your third date.

And then I have this vulnerability hangover and it's really uncomfortable to sit in that doubt and then it makes me not want to do that the next time. I still do, but it requires a lot of pushing through that. Have you had that experience too?

[00:03:30] **Michael Herold:** Oh yeah, definitely. So one big takeaway from the book for me was that what we feel was maybe a little bit.

It's a little bit off for the other person like that doesn't even register that anything with that that makes us cringe a little bit in hindsight. If you ask the other person that again I didn't even like spot that I wasn't even paying attention to this, or in terms of sharing something, the shared reality that he talks about in the book is that this is what actually makes people connect.

People don't connect through talking about the weather or the small talk, people don't connect over the small talk, they connect over, over these things. And so, yeah, it has certainly necessitated some training and desensitization to that vulnerability hangover for me to allow myself to bring that stuff out.

Um, and I sometimes do this on these podcast episodes as well, where afterwards I'm thinking like, should we just edit that out? That was a little bit TMI. I'm not sure that fits in. And they're like, no, you know what? Like I've learned this, leave it in. But mostly it's this This understanding, yeah, this needs to be, and this is the raw piece that shows people the real Michael or the real Jill in this, in the sense,

[00:04:47] **Jill Stoddard:** It's so true. Well, we've even checked in with people. We've, we've all checked in with each other about that. I mean, how many times has one of the four of us said to the other three of us, I think this was too much TMI. I'm feeling this vulnerability. And whenever the three of us listen, we're like, no, that's actually the best part. So it's so easy to see it from the outside, but so much harder when you're experiencing it from the inside. And I think one of the things that's made me try to continue in this domain, two things, well, it's one main thing, which is I've been fortunate to get feedback from people. So I've met enough new people where they then say to me, God, I so appreciated how open you are.

And it made me feel comfortable or safe, you know, disclosing. They don't use that word because they're not, Psychologist, but you know, like disclosing my personal information to you. And I do a lot of public speaking and. You know, I used to go, I would go to workshops with some of our well known ACT trainers, like Ricky Kelgard and Kelly Wilson.

And every single time they teach, they cry, you know, they're very vulnerable. They're very personal. And it is the thing that makes me just love them and feel connected to them and trust them. And. And then it's my turn to get on stage. I'm like, oh, but I can't do that because everybody will think I'm a mess, right?

They'll think I'm a basket case. I can't, I can't get emotional on stage. And when I finally started to let my guard down and really show up authentically and vulnerably, my good feedback went to. Really, really good feedback. You know, that is the thing that even audiences, even when it's not like a one on one conversation, that is the thing that, you know, my audiences will come to me saying, wow, like this was so powerful.

Thank you for sharing your story, knowing that you had this experience, you know, it resonates with people. And then if you can do this, maybe I can do this. It's just, it's more like inspiring and motivational and connecting.

[00:06:38] **Michael Herold:** if in a talk, you wanted to present only facts you could do with a PowerPoint presentation. And that would be like, what makes a talk so powerful is that there's an actual human being up there on stage. And if that actual human being up there on stage wants the excellent feedback, you better also disclose some of the, Things you've learned, you've gone through.

I will, I will add that, um, it is usually a really good idea to only talk about those struggles you've kind of worked through. Don't talk about the struggles you're currently in and you're still like working through. But once you put the check mark behind them and you're like, you know what? I'm good on this.

That's when it can go up on, on

[00:07:18] **Jill Stoddard:** Well, you know, it just occurred to me in this moment that I think a big part of what's happening is common humanity. It's like when we are able to see each other and the other person and know, like, we, we are all one, we are all in this together, we all struggle, there's like some bonding that happens there too.

[00:07:33] **Michael Herold:** exactly. Um, So If you want to hear all the amazing science behind the stuff that Kjell and I actually just talked about, then I hope you will, enjoy this interview with David Robson on The Laws of Connection.

David Robinson is a science writer and author based in the United Kingdom, a graduate of Cambridge university. He has worked as a feature editor at new scientist.

And as a senior journalist at the BBC and this writing has appeared in the guardian, the wall street journal, the Atlantic, and many other publications.

His previous book, the expectation effect one, the British psychological society book award for 2022.

His latest book is the loss of connection. The scientific secrets of building a strong social network. David is a return guest. L has interviewed him on his previous book on episode 310 and 50 episodes later, I have the pleasure to talk with him about the loss of connection.

[00:08:33] **Michael Herold:** Welcome back to the show, David, you're in the two timer club now for psychologists off the clock.

[00:08:40] **David Robson:** Uh, yeah, no, it's completely my pleasure. I love the last conversation with Yale, and I'm really excited about this one.

[00:08:46] **Michael Herold:** So in your book, *The Laws of Connection*, you did an incredible amount of sleuthing through high quality studies, like it was more than 300 studies that you analyzed for the book. And so I just wanted to congratulate you on your diligence and your enthusiasm that rivals that of a supersonic bookworm.

Um, what made you write that book?

[00:09:09] **David Robson:** I guess, like, uh, social connection has been kind of a matter of interest to me from when I was very young because I would consider myself to be quite an extrovert in that I really feel a strong need to be around people, like, I really thrive from being around people. Talking to others and, you know, knowing what other people think and feel.

It's almost like they define the boundaries of myself. I feel if I'm alone for too long, like I'm kind of dispersing in some way. Um, but I had that combined with being a very shy person. So, actually, When I was a teenager, I had, like, a very close group of friends, but, um, meeting new people, building new friendships, was always quite difficult for me.

And I felt like I got over that, like, a little bit when I became a journalist. But, you know, it's always on my mind, like, you know, what should we do to kind of, uh, optimize our connections, to make sure they're as strong and authentic as possible. And then, over the last 10 years, I just discovered there's been this whole torrent of research showing us exactly how to do that.

So, previous research on the loneliness epidemic, and we know loneliness is a terrible thing for, you know, everyone, introverts and extroverts, you know, whoever you are, loneliness is bad for our health. But, um, previous research had kind of blamed that a lot on our, the modern environment, the society that we live in, you know, today.

and technology. But this new research was so exciting for me because it really looked at these psychological barriers. So the things that just prevent us from behaving in a way that's really going to enhance those connections. Sure,

[00:10:41] **Michael Herold:** And there are two concepts that you touch upon in the book that kind of set the basis of understanding for how communication works. And I thought that in order to set the stage for our listeners, before we dig a little bit deeper into the techniques and all the nitty gritty little details these two concepts.

Concepts that are kind of the basis of our understanding of communication or misunderstanding of communication, I should rather say, is the concept of the shared reality. and the liking gap. Could you give us an overview of what those two are?

[00:11:15] **David Robson:** yeah, you know, that's exactly how I see my book that these two phenomena are like the foundation of all of the laws of connection that I talk about. Um, shared reality is quite simple and intuitive to define, I think, and that is just the sense that another person. views the world in the same way that we do, and they react to it in the same way.

So, their thoughts, their feelings, their emotional reactions, um, they're very aligned with our own. So we know that, you know, having a shared kind of background to someone else is itself very important. You know, we're more likely to warm to someone of the same gender as us, the same sexuality, um, someone who maybe grew up in the same region, speaks the same dialect.

We know all of these things are important. You know, similarly with like political opinions, you know, we know that those factors are all important. But actually what I love about the idea of shared reality is that you can dig much deeper and you can see that it's also tiny little cues that suggest that someone's brain is just working on the same wavelength as your own.

You know, do you laugh at exactly the same joke? Do you feel chills at exactly the same point in a particular song? You know, that version of shared reality is much more powerful than just say having a, a similar music taste, like liking the same bands, but actually knowing that one particular point of a song moves you, you both at the same time, that is a very intimate form of shared reality.

And we know that that really predicts liking in so many different circumstances. Um, now, the fact is we're all pretty good. at creating a shared reality with people, we're much better than we think. And that's what brings us to the liking gap, which is the fact that you can have a really good rapport with a new person that you meet, you can have a great conversation, and then each of you can go away and start having doubts about whether. the conversation was really as good for the other person as it was for you. So scientists have, you know, put

people into these situations. They've engineered those conversations. They've questioned both parties about how they felt at the end of the conversation. And what you find is that on average, each person believes that they liked the other person a lot more than the other person liked them. So in a sense, we're questioning the shared reality that we created where, we're kind of shaking that shared reality, and so it doesn't feel as strong as it could do. And then that, is a barrier to connection later on because it means we're less likely to ask for another meeting, to send an email, to, you know, have a creative collaboration at work.

[00:14:02] **Michael Herold:** Thank you for explaining those two. Um, so in my own understanding, like what really made the shared reality as I read about it really popped in my brain that this was like a, One of those a ha moments is that for the first time ever, and I'm not sure how many listeners I'm going to alienate by saying this, but I'm not a sports fan.

I cannot identify with teams. I don't get it how an entire like bus or a train or tram is full of fans for one soccer game or whatever sport it is. But the shared reality explained it. With like this, yeah, aha moment, because when you are a fan of the same soccer club, ice hockey club, I don't know what kind of sports are out there.

That's how far my knowledge of sports goes. And you're a fan of the same club. So that means that you're in the stadium and something happens to your team or for your team. And it creates exactly the same shared reality for everyone around you. The goal is like, yeah, Hey, we're all feeling good. The foul is like, Oh no, we're all feeling down.

We're all feeling outraged. And then you have the exact same thing happen as kind of like the polar opposite for the other team. So they're bonding together because. It's not what, what bonds them together and you correct me if I, haven't gotten this completely right. But what bonds them together is that they're not, uh, all fans of the same team necessarily that already helps.

But what really bonds them together is that the exact same time they go through the exact same emotional reactions. Because of the reality they're living in their mind occupies,

[00:15:42] **David Robson:** Yeah, that's exactly it. You know, they're all paying attention to exactly the same things, like that's important for shared reality that you're noticing the same stuff. Um, and then, yeah, if you all, following the same team, you have the same goals for that team to and then you're feeling the

same emotional trajectory. depending on the course of the game. So, I think that really does help to explain very succinctly why watching sports events can be such a strong bonding experience. But you can experience shared reality with complete strangers in lots of other situations. So, If you go to a comedy club and you're all laughing at the same jokes, you know, that's another way that you can kind of synchronize your brainwaves, and form that shared reality.

And I say synchronize your brainwaves because actually that's what the neuroscience tells us about shared reality is that in some sense there's a kind of literal truth to the idea that people's brains are on the same wavelength because You can see that the brain activity in certain regions is very closely matched between two people who like each other, who feel bonded, who've got that shared reality.

You can take a whole glass of graduate students at university, show them a bunch of clips on YouTube, for example, like comedy clips, music documentaries, track their brainwaves, their um, brain activity as they're watching those clips, and you can then predict who are the closest friends within that group based solely on how similar their neural activity is. So the similar neural activity is really the neurological foundation, I think, to a shared reality.

[00:17:19] **Michael Herold:** this reminds me of something that I've learned, um, as a public speaker where, was informed by a speaker coach who prompted me again and again and again and said, Michael, like, don't just talk about the event. Talk about how the event made you feel. Talk about that and I was like, yeah, we can talk about emotions and all of that stuff But the really exciting things is all the data that actually happened, right?

That's the exciting thing Like I don't know how high the plane was flying as I was skydiving how high the tower was I jumped off That's the exciting stuff like no No We need to know what it was like to fall out of a plane to jump off of a tower and all of that's what We need to know and it made me realize that It's something that if we talk about those internal states, these private events, the thoughts, the emotions, the memories that these things bring up for us or brought up for us, what we're doing is we're giving the other person a really unique look into what our world looks like.

So for example, if you, David and I, if we had the exact same travel itinerary through Paris, exactly that we're doing exactly the same stuff separate from each other. And then at the end, we both write a report and we talk only about the data. Now we both went to the Louvre, we both looked at 312 paintings.

Then we walked down the Seine and then we did that. Now we wouldn't, we would deliver exactly the same. Report at the end of it. But now if we talk about these, uh, these realities, these internal realities, and we talk about the things we were thinking, the things we were feeling as we were walking down the sand, as we were walking through the Louvre, now we will have two completely different stories that we're telling or, well, more or less like different, like maybe what really stood out for you, uh, Is, uh, the smile of the Mona Lisa and what really stood out for me, it was like eating garlic snails in a restaurant.

I don't know, just randomly making things up and the magic happens when those things overlap. And we realized that we didn't just do the same things we did, except we reacted exactly in the same way to the same things. And so for me, And this is a direction, a question I want to direct at you as well, because I think there, there might be a big takeaway here.

So what I've learned is that as I'm talking with people, as I'm giving answers to questions like, how was your weekend? How was your holiday? And so on. I purposefully make a point in addressing my thoughts and emotions that were happening as I was going through things. I was purposefully highlighting what I was thinking, what I was feeling as I was speaking.

It's going down the sand or whatever. Do you have any insights into creating that, that shared reality or putting more of an intention in creating such a shared reality?

[00:20:07] **David Robson:** Yeah, I think that's one of the kind of big barriers to connection that I talk about is, we tend to be too reserved, like on average people are too, uh, too scared about revealing their innermost thoughts and feelings. Exactly the kind of emotional reactions that you need to create a shared reality.

So the research actually shows that this comes down partly to a fear that the other person just won't be interested in hearing, you know, what we're what you're feeling, what you're thinking. Um, so, you know, in, especially when meeting strangers, we tend to just keep our conversation very superficial and shallow.

It could be things like, you know, what did you do last Halloween, you know, what profession do you do? Stuff that touches on the kind of, I guess the identity questions of like, who you are, and the practical question of like, you know, what have your, almost like, what have your movements been? Um, but to really create a connection, what you need is to actually go deeper than that,

and to be, has to be those why questions, like, why do you feel like that? Why was that event so, important for you, like, what made it so moving, like, if you did this thing at Halloween, like, are you spending that holiday with, and why were they important to you?

Those are the things that we should really be looking at. I just think the research shows that in conversation in general, we just don't give enough of that information to create that shared reality.

[00:21:36] **Michael Herold:** Yeah. A classic conversational air quotes hack that I work on with my clients, uh, is to always finish a sentence by adding the why. So if I were to be asking Michael, what's your favorite food, I could say. spaghetti. And that's it. You know, now it's back to you. Please ask me the next question.

Or I could say, well, it's spaghetti because my grandma used to make spaghetti for me when I was sick and I could stay at home and I could lie on the couch and not do anything and stay home from school. And my grandpa would make me spaghetti. And that's why spaghetti is my favorite food. And now I've just given you an insight into who Michael is as a person.

And by the way, completely random example, I don't like spaghetti, but that was the first thing that came to mind. Yeah.

[00:22:22] **David Robson:** yeah, it's exactly that. And also, I think describing the sensual parts of an experience are really important too. You know, if you're describing your holiday what did it actually feel like to be, um, like the example you gave, to be walking along the Seine? Or if you say, like, how special it was to eat snails in a French restaurant, you know? What was it like eating them? And why did you find that such a satisfying experience? You know, I think we just don't often don't give enough detail. Uh, the first phenomenon I spoke about was really not engaging in enough self disclosure to cement our relationships. I think a second related phenomenon is called the novelty penalty. And this is the strange fact that actually people prefer to hear familiar subjects compared to unfamiliar subjects. So if you're describing, um, a holiday to a location that someone hasn't been to before, often that can be a real turn off.

Like they will actually, lose interest, because they don't have enough to latch on to. Um, the researchers showed this in quite an ingenious way. They got like groups of people to watch, uh, one of two different YouTube clips. So one was on like the intelligence videos. Of crows. The other was on kind of how to make the best ice cream or something like that. And then one member of the group,

had to kind of relay the video that they had seen to the other members of the group. And what they found was that people tended to prefer hearing the speaker talk about something they had already seen

and like, why would that be interesting when, you know, they're not learning anything new? But the researchers, um, suggest it's because we have lots of, like, holes in our storytelling. So we're just not giving enough information when we're conveying a new experience, for people to really understand, like, why that should matter to them, and why it was important to us, and why we found it interesting. And so actually, When we fear that other people won't be interested, like maybe we're not giving enough information rather than giving too much information, it could be that we're missing out all those little details that could, that might actually bring that event to life and help the other person to relive it with you and to create that shared reality.

[00:24:33] **Michael Herold:** Hey, Michael, here. S you might have already heard. I'm currently working on a book on confidence, building, having better conversations and making friends. Would you like to work with me to make this happen? I don't know about you, but I like self development books. That aren't just about the theory and the exercises.

I like books that are full of real stories and insights from people who have worked through the concepts and have gotten the results they wanted. And that's how I envisioned my book too. So I'm looking for a handful of coaching clients to work with me over the next couple of weeks. If you struggle with confidence or your social skills, we can work together for eight weeks in one-on-one coaching sessions that are tailored to what's your specific goals

and your story will anonymously of course, be featured in my book and help and inspire others. I'm only going to work on this with 10 people. And as a thank you offer 50% off my coaching package. If you think this is for you, then head over to herald.coach/book. And applying that's all back to the show.

The other big, big concept, which I want to come back to the, the liking gap, the, the idea that if two people talk with each other, then a person, a is going to say, I really like the other person, but I don't like, I don't think that person liked me that much and person B would say exactly the same thing.

And this is apparently the fact that lasts for quite a couple of months before people actually sync up to the real level of, of likeability and, um, um, So the question here is also what, what do we, what do we make off of this? Is it just a general sense of optimism that after a conversation, we can rest assured that the

other person likes us probably twice as much as we initially feel, how, how do we, how do we work with that information?

What do we make of

[00:26:27] **David Robson:** personally, I have found that just knowing about the existence of the liking gap has been incredibly transformative. Um, so part of my shyness and social anxiety before had, it hadn't just been about being scared of talking to people often, it was, like, kind of agonizing over the kind of faux pas. that I believed I'd made, and looking at any kind of awkward moment in the conversation and believing that, like, one, it was my fault, and two, it would really stick in the other person's mind and cause them to judge me negatively. So any kind of clumsiness, I felt like I was very self critical about that. And I think that's a very common experience actually. In fact, I think that's driving the liking gap. The research, you know, in all kinds of different situations shows that we tend to just believe that other people are judging us for things much more than they actually are. And so we go away from that. You know, ruminating on those things, and that fuels this sense that actually, even though we liked the other person, they didn't like us so much. Um, but, you know, the research suggests the other person probably isn't thinking about the same things that you are, at all. In fact, if anything, they're probably mulling over their own errors in the conversation, the ones that we have completely forgotten about.

Um, what people mostly care about, it seems, is not whether you're like the most perfect, witty, fluent speaker, but it's actually whether you were warm, Whether you were curious, whether you were interested, whether you were validating, like when someone told you something that mattered to them, if you kind of acknowledged that fact and, where appropriate, agreed with their interpretation of events, you know, these are the things that really matter.

It doesn't matter if you don't always have that witty response to something that someone said, or if you repeat a word or, you forget something important. What really matters is. to have these good intentions to make the other person feel as comfortable as they can be and to to create that shared reality.

So, yeah, I found that very, uh, comforting to hear about this and, you know, that certainly went a long way to kind of curing my own shyness. Um, but I think what the research also tells us is that actually having practice at the These kinds of social interactions with people that we don't know can really help to just reduce our general anxiety over these, uh, situations.

there was a study that looked at this kind of scavenger hunt, uh, where people were told each day to kind of find someone new who, say, had, um, amazing hair. or a really cool t shirt, or like an adorable dog in the park, and to just go and strike up conversation with that person. Lots of people felt very anxious beforehand.

They assumed that the conversations would be quite awkward, but after only five days, they'd already started to recalibrate their expectations, to realize that the conversations were going to be far more enjoyable. than they expected. Then those feelings lasted for at least a week afterwards.

Um, and I think this addresses a really important point with our social skills is that perhaps we rely too much on just getting our social connection from the people we know very well, but that's not really helping us to recalibrate our expectations so that we, um, feel more confident in unfamiliar situations. You know, you might talk to a stranger and try to start a new conversation, you know, even if you only do it once every week or once every month, that feedback that you're getting when you realize it was much better than, than you thought it would be. It's not really being reinforced enough. It's not, um, we're not cementing that in our minds.

And that's why I think we really do need to try to practice these skills, you know, daily, if possible, by setting up the intention to, you know, just to do something like make conversation with your barista, or to, Talk to someone, you know, in the line at the supermarket.

[00:30:18] **Michael Herold:** Well, I might be myself just scooping the statistics on that in a non insignificant way, because this is something that is, has become my, my bread and butter to make people talk with strangers, whether it's giving them a compliment, telling them a joke, asking for high fives or whatever, just as a way to give them some social exposure and the reporting back always is one of three things. It's either, well, this was really great. I had no idea it would be that much fun.

Or it would be, um, this is like in the 10 percent area. It's like, you know, what didn't go that well. But actually, I don't mind like it didn't go as well and I thought that would be totally horrible But in reality, it was like math just didn't want to talk with me And the third one is like, you know what this really went a little bit off and we both have like an amazing chocolate We're both shaking our heads.

It's like, okay, I've learned that even when Most of the time 90 percent of the time like this is really bad Fun and exciting and eye opening and then even if it goes wrong, it's like, yeah, come on, like, you know, that's water under the bridge like that doesn't really have, have much of an impact. And it's probably more because of the situation than of the conversation.

So that person might have just been stressed, had a bad day, uh, missed their bus, missed their train, I don't know, going through a really difficult situation. And then I walk up to them and I want to tell them it's okay. Yeah. Of course that doesn't go, go too well.

[00:31:47] **David Robson:** Yeah, I mean, so that's another kind of strategy that I try to use that comes from the scientific literature, and it's called kind of defocusing, and that is just recognizing all of the factors that could influence someone's impression of you beyond the words that you say. Um, and that's incredibly important for us to remember, because actually we do have that tendency to be overly concentrated on just our own performance, as if, like, we alone have the responsibility to kind of Make the interaction as pleasant and as, um, exciting or interesting as possible.

But obviously, like you say, the other person might be in a bad mood, they might have got no sleep, they might be really distracted by something else that's happening. We can take the pressure off of ourselves with this, and that actually, I think, is going to make the interaction go a lot more smoothly if we aren't kind of totally alert and vigilant, believing that we alone are going to control everything.

you know, the flow of the conversation.

[00:32:47] **Michael Herold:** So since we're deep into conversation techniques and topics, uh, in your book, you cover the art of conversation as well. So let's, let's lift the veil on that one. What makes us an artisan of conversations?

[00:33:04] **David Robson:** Yeah. So I think we've spoken about a couple of points that are important. So self disclosure is incredibly important. And by that, I mean, revealing our innermost thoughts and feelings that allow you to create this shared reality. Um, I kind of see it's almost like, um, our conversation could be like, a space probe that's kind of in orbit around a planet, but actually you want the orbit to kind of the space probe to actually land on that planet.

And we can only do that by practicing self disclosure. Um, that research comes from uh, strategy called the fast friendship procedure, where essentially the

researchers just got some people to talk about those superficial, uh, topics of conversation, you know, like, um, what's your favorite film? What did you do at Halloween? Compared to conversation prompts, there were just much more probing that each person had to discuss with their partner. They were kind of quite bizarre prompts. You know, it could be things like, do you have an, do intuition about how you're going to die, and you'd be surprised by how many people do.

I mean, I,

[00:34:08] **Michael Herold:** it's a great conversation opener.

[00:34:10] **David Robson:** right, yeah, exactly,

but I think you do get, something kind of meaningful from that, actually. Um, you know, what's your biggest, Embarrassment what one thing could you change about your life and why would you change it? Um, If you had a crystal ball, what would you ask that crystal ball to tell you about your life and your future and why? So all of these things that, you know, are quite revealing, and beforehand people are really nervous about those conversations. They think they're going to be a lot more awkward than the small talk, but in general people enjoy the conversations more, even when it's with a complete stranger, and they feel much closer by the end. And the effects are quite striking if you look at their tests of um, interpersonal closeness. What you find is that after 45 minutes of discussing these points of self disclosure, people often feel as close to this stranger as they do to some of their oldest acquaintances. So it really does put you on the fast track to intimacy.

[00:35:13] **Michael Herold:** So, here, here's the follow up question and then I'm really curious what your thoughts are on it. And I'm, I'm going to compare them, uh, to, to, to my own experience. And I'm curious to see. Um, and see how the science lines up, because as I was saying, um, do you have any intuition on how you're going to die is not something I'm going to ask the person that checks me out of the grocery store, right?

It's not something I'm going to ask my Uber driver, or next time I'm calling it a sibling. It was like, this is the opening question. Well, with a sibling that would actually work because they know my sense of humor. But so that we have this transition of, uh, you talk about the probe that's orbiting the earth, but at one point needs to land through.

Self disclosure and opening and asking non superficial questions that probe into those private experiences, creating that shared reality. Now, there needs to be some sort of transition so that we don't actually start with this self disclosure, this vulnerability, this, these curious questions. There needs to be the say, Hey, David, how was your weekend?

What do you think about the weather? It's raining again, right? There's this like normal, small talk warming up to a stranger. How does the transition happen?

[00:36:23] **David Robson:** yeah, so I mean so I to be honest I think like say I'm like I've got a partner but if I were to go on a first date with someone I may well just try out on one of those dates like um, I might say, you know I've heard these questions can like be very revealing and help you to form a bond Like do you want to try a couple of them and see what someone says?

Like I think if you give context it's much better to try the Um, self disclosure prompts than if you just come out of the blue like you said your uber driver you're like, by the way Uh, take me to like london airport. And also, how do you think you're gonna die? It's like, um, That I don't think that's going to go down, uh very well, but who

knows,

you know I think I'd love to see a study where they actually got someone to do it totally out of context.

But, in other situations, I think it's more like, um, just applying the principle of self disclosure rather than using these questions as this kind of you know, like, algorithm for creating closeness. So actually, I just think it's like when someone reveals something about themselves, you can just, ask them to go a bit deeper into that.

So if they say what their profession is. Just asking like why did you choose that profession? What do you like about your profession? What do you not like about your profession? Have you ever thought of any other jobs that you you would have liked to have done But haven't or that you you would like to change to in the future, you know I think those are the kinds of questions we can be asking that just moves the conversation on shows curiosity in the other person and encourages self disclosure and similarly when we're talking about ourselves Um, because I think it's a two way street.

It's not all about learning about the other person. We need to be telling the other person about ourselves. You know, if someone asks a question that maybe gives the opportunity for self disclosure, we should take that opportunity rather than just kind of giving the kind of basic surface level details.

[00:38:16] **Michael Herold:** Yeah, I've often experienced that in a conversation. There seems to be this, both parties are thinking, I just hope the other person starts opening up so that I'm allowed to do the same. And then you have two neighbors who for 10 years talk about nothing else but the weather because no one takes that, that kind of first step.

And I find that this, this step can be done in either by self disclosing, Or by asking a question that in and of itself shows our own vulnerability a little bit. Like with those follow up questions, like me asking you, have you ever thought of changing your career into something different? Now, this is not a very vulnerable question.

I'm not asking you how You think you die or want to die. I'm asking you like a, on a scale of vulnerability from like zero to 10, this might rank as a one, but it's a little bit of vulnerability compared to what do you think about, you know, the rain or, uh, the upcoming weekend. This is already opening a little bit of vulnerability.

And then, um, for the small talk aspect. I'm curious to, to know if there's any studies that look into this because this for me comes from personal experience, not from digging through the literature. And that's the, the small talk is something that is important in a conversation it fills a certain function, because it fills the function of first and foremost, it lets me know if you're actually interested in having a conversation with me.

That's the, it's like approaching a dog and checking. Is the dog wagging its tail? Yes or no? Because small talk is a very easy way for you as the victim of my conversation approach to politely reject me. So small talk gives me the idea, is the other person actually interested in talking with me or are they brushing me off?

.Second is It, uh, it lines us up in terms of like, um, an energy level. And, so if you, if you see Michael on a party on a Friday evening, I'm bubbly, I'm full of energy, I'm super happy. I'm like, bouncing around. Now if I'm talking with someone who. Just had a bad day at work, needs to work the weekend, they're going to be down.

So our conversation is not going to work out too well because I'm all bubbly, I'm all happy, the other person is down. So give it a little bit of small talk and we can sync up a little bit. And then lastly, um, finding that sense of commonality of what do we have in common, even if it's only, Hey, we're actually at the same museum, we're at the same Starbucks boom, we have something in common.

So you got, uh, the other person's interested in having a conversation. There's no rejection. Um, we synced up over a couple of questions in terms of energy, and now we have something in common as well. Now small talk is over. Let's move into the, into the good questions. Let's move into self disclosure.

[00:41:09] **David Robson:** Yeah, exactly. It's kind of We should allow conversations to progress organically, and like you say, we should be really sensitive to the other person's energy levels, you know, whether they are kind of giving us the brush off, you know, they might just be a little bit shy of themselves and they don't want to, um, you know, if they don't feel comfortable talking to a stranger, you know, that's fine. There's no benefit is going to come from you kind of pushing someone to have a conversation when they don't feel at ease with you. Um, but, um, you know, I just think this is, it's like having a tool at hand, the, the idea of self disclosure and knowing its importance. You know, we can, once we know about that importance, we can decide when. when we should choose to apply it. And the research suggests that we should apply it more than we currently do, but that doesn't mean that we should be doing that, you know, every time we approach someone with a cute dog in the park. Actually, there's some benefit from just having that very superficial small talk with someone for five minutes.

It's still going to leave you feeling better, it'll probably leave the other person feeling better too. That's what the research shows, that even conversations with weak ties can be really good for our well being without us having any intention, um, of that other person ever becoming like a major part of our life.

but the fact is that the more, you know, weak ties you cultivate and the more The more strangers that you do speak to, the more chance there is, maybe, in finding those people who will become lasting friends as well. So it's all a matter of, like, creating opportunities for connection. And I think that's really the, um, the kind of moral of my book. I, you know, I realized very early on while writing it, it's just that we lose a lot of opportunities for connection because of these psychological barriers, like the liking gap, like our fear of disclosure, that just stop us from reaching out in a way that could allow a friendship to develop very naturally.

[00:43:06] **Michael Herold:** Yeah, and, um, I have to smile because we're basically telling people to go out and talk with strangers, which is the exact opposite of what you hear when you're a kid.

So dear, dear kids listening, go talk to strangers. Just don't climb into their vans.
Um,

[00:43:24] **David Robson:** talk to strangers of your own age, just don't talk to adults.

[00:43:27] **Michael Herold:** Oh, that's, that's a good one. Thanks for, thanks for clarifying that. so I wonder if I could throw a couple of questions your way and. They're not necessarily in the book, so I'm throwing you a curveball, and, uh, let's see how, like, what shows up for both of us in terms of, like, how we would handle these situations, because I'm genuinely curious about. If you're talking with someone who really has some bad conversational behaviors, they get, like, get distracted, they're looking over your shoulders, they're checking their phone, they're talking only about themselves, how would you correct? Uh, these mistakes or misbehaviors in someone you're talking to

[00:44:06] **David Robson:** Hmm I think we can try to be charitable, first of all, and to recognise, you know, that there could be many reasons for the other person displaying these bad conversational skills. Like, if someone keeps on checking their phone, it could just be that they are super rude, or it could be that they're bored of you.

Well, you know, if that's the case, you don't really want to kind of continue the conversation with them. But it could also be that they are waiting for Um, really important news from a loved one. Like maybe a family member is pregnant and about to give birth and they're really worried about missing the call.

Or, uh, it could be that they're really hooked on some kind of news event that's personally very important to them. Um, so I do think like taking a charitable view of people is often the best way to behave with the other person, for ourself, because I think if you consider all of those different possible factors, it does stop us feeling that we're responsible for those problems, uh, which I think will give us more social confidence.

But, you know, we can, we can try our best to, you know, You know, if, for example, someone is talking too much about themselves, um, well, that, that might also be a, a sign of their kind of shyness, that they, um, are so nervous, they're kind of gambling a bit, and we could maybe try to just bring the

conversation back. back to ourselves or if we find them boring, like we might actually recognize we're suffering from the novelty penalty. So we might recognize that maybe the problem is that we're just not engaging in the right way and we're not asking the right questions to make it personally relevant and interesting to us.

So, you know, there are all kinds of things that we can do to try to to understand where the person is coming from but ultimately I think, you know, we also don't have the responsibility or um, need to kind of make conversation with someone when it's really not rewarding to us so feel free to just make a polite excuse to walk away if you're really not getting what you need because there might be plenty of other people in the room who will make it much easier for you to form a connection.

[00:46:08] **Michael Herold:** David, you're, clearly the, the Buddha of conversation where I'm rather like an angry looking sock puppet would indeed. I like very well put very well put but yeah, I totally agree with you. It makes sense to look for why the other person is, might be might be behaving. In this regard. So here's, here's a little twist on the same question. What if you're talking with someone and you're utterly bored out of your mind?

What now?

[00:46:39] **David Robson:** okay, so there I think is the understanding of the novelty penalty is definitely relevant. So, you know, question like, are you bored just because this is an unfamiliar experience to you? And even though it's really meaningful to the other person, you just don't have a way to connect it to your life. And if that's the case, then I think we can try to direct the conversation with suitable questions to try to fill in some of those gaps in their storytelling to make it more, um, to make it easier for us to kind of enter that shared reality. So earlier on we were talking about the importance of understanding people's emotional reactions.

You know, why is that so important to you that you feel the need to do that? tell me about that event. So I think that's where we can really improve our own conversational game, uh, because actually what the research shows is that on average people just don't ask enough questions in conversation. We, and we definitely don't ask enough follow up. questions. So we, we don't really show our engagement with the other person by kind of probing the details of what they're experiencing. So actually, just with the, the act of asking those questions, showing that you're genuinely interested in, in getting a better hold of what they're telling you, that's actually, that's a good way to go.

a very charming way to behave, which is probably going to improve your likability to the other person. But I think conversely, it's also probably going to make them a bit more likable to you because, um, you'll understand where they're coming from, uh, much better that way. If that doesn't work, I think, you know, feel free to move on or to try to find a subtle and tactful way of moving the conversation to a topic that is more, mutually of interest.

[00:48:25] **Michael Herold:** Like, uh, looking them in the eyes saying you're boring and then turning around on your heel and walking off. That, that would be, that would have been my, oh, sheesh, David, you're, you're so much more nicer than, than I am. Um, for me, Being bored in a conversation comes down to who am I talking to? Is it my, is it my grandma or is it a stranger on the street?

Um, one will get a lot of nicety and understanding from me and the other, the other won't. So if my grandma is listening to this, I'm sorry. No, of course my grandma gets the, gets the patience and the, the nicety. The stranger will. Either be cut off and ignored, um, or, uh, being bored in a conversation, especially if it's with a stranger and it happens respectfully, being bored in a conversation is already a conversation that's written off to a certain degree.

Um, and, and here I'm really just talking small talk with a stranger. I'm not like having a meaningful discussion with my brother. That's not a conversation. I'd say, okay, this one is, you know, written off anyway. It's this, uh, getting ice cream. I'm talking with a stranger. I'm clearly bored in this conversation.

There's nothing more to lose here. So let's practice something. Maybe I'm in a conversation, I'm a little worried about making eye contact and I'm constantly like looking at the ground. Well, in this conversation, I cannot practice this because there's nothing to lose anymore anyway. Maybe I'm a little worried about making pauses while I speak.

Well, here's an opportunity to practice this. Maybe I'm a little worried about probing I'm going to be asking deeper questions or sharing more about myself. Guess what? Here's a really great opportunity to practice it because the conversation is for the better or worse. Um, kind of done anyway, like this would, this would die out in a couple of seconds anyway.

So why not turn it into a little bit of a training environment respectfully, of course, like don't throw stuff around just to see what happens.

[00:50:20] **David Robson:** Yeah, exactly. And I quite enjoy the challenge actually when I'm having a conversation with someone who I find quite boring.

I quite enjoy the challenge of trying to make it more interesting. Interesting. And, um, and trying to kind of, yes, move over the awkwardness. You know, I think it, often it can be quite cognitively demanding, actually, to do that in a conversation.

So, you know, you're giving yourself a bit of a brain workout, I think, by doing that. But like you say, respect is everything. And actually, you know, when I view other people being rude to someone because they consider them to be boring, like, Nothing is a bigger turn off for me, actually, than seeing someone engage in that kind of disrespectful behavior.

Like, I much prefer the person who is maybe being a bit boring to the person who is rude to that person because of, um, that. Because, you know, we all have bad days as well. So, you know, it's a warning sign to me. If someone's willing to be rude to, like, a stranger in that way, then I also don't want to be friends with them, really.

[00:51:20] **Michael Herold:** Dale Carnegie, this, this one comes back in conversations again and again and again in order to be interested, you need to be interested in the other person. What are your, what are your thoughts on that?

[00:51:34] **David Robson:** Yeah, so, I mean, obviously, like, um, I think as a writer, he had a huge amount of talent in that he's, you know, his books have obviously appealed to, you know, millions of people. But I do think, you know, the science has kind of, , moved on considerably, you know, since he wrote his books, which are, you know, based on life experience and anecdote. Um, and so some of what he says, I think is, outdated. And I do think. He was right that we should be interested. Like, curiosity in other people is one of the most charming traits you can have, for all the reasons that we've spoken about. So that is absolutely true. I think he over emphasizes the point a little when he, he almost suggests that you should just ask, , You know, you should ask questions and allow the other person to speak for the majority of the conversation but we really know now that's not the case and actually You can still be very likable even if you take up most of the airtime in a conversation Um, there is research showing that but you don't even need a perfect 50 50 split Although ideally I think that's what we should be aiming for but it's not the case that we should only be You questioning the other person without giving anything of ourselves away.

You know, it's called a dialogue for a reason, and we should be self disclosing as much as the other person, because we want them to have the chance to recognize that their experiences are validated in what we're telling them. And

you can only have that if you are willing to um, share some of your own vulnerability.

Um, so yeah, I've, I'm not dissing Dale Carnegie, but I think we now have a much more precise understanding of some of these things that he speaks about.

[00:53:13] **Michael Herold:** Yeah, I wholeheartedly agree on this. And to me, this, this quote, if anything, um, also highlights a big aspect of conversations for me. And that is that it's not, we're in a dialogue. Like you said, there's two people. It's not my job alone to keep this thing running. Like this is a multiplayer game. This is two people being involved.

And it's not up to me. To, like, win this by being afterwards the most interesting person in the room. Because what if I'm not interested in what the other person has to say? What if I completely disagree? What if I think they are disrespectful, rude, or whatever, in whatever way or manner. Like, totally not in line with someone I want to have in my life.

Like, there's no need for me to be interesting or interested at this point. It just, it doesn't. It doesn't line up.

[00:54:09] **David Robson:** Yeah, exactly. And, um, so something that we haven't really spoken about is the huge benefits of social connection for our health and well being. You know, when people feel that they, you know, are understood and supported by the people around them, you know, they um, it influences everything from their life satisfaction to you know, their risk of heart attack and stroke and Alzheimer's disease and, you know, their risk of common infections. Because when we feel social connected basically lots of physiological processes, like the stress response, I kind of subdued because we feel safe and more safe and secure. Um, the body doesn't have to be constantly prepared for the risk of attack, for example. Um, but you're only going to experience those benefits if you truly feel the connection with the other person.

And I would argue that actually if you are trying to kind of, um, game your relationships in the way that maybe Dale Carnegie is kind of suggesting or, like you said, you're trying, you're only trying to charm the other person, but you're not necessarily trying to get them to understand you in return and to feel that two way connection. Then I don't think you're going to have all of those benefits. You could actually, you might be the kind of person that ends up having lots of acquaintances. But, you still feel very lonely because no one, you don't feel that anyone actually has entered your inner life and has taken the time kind of see who you really are.

So yeah, it goes both ways and that's, it's only when we have the connections that go both ways with the support and understanding of ourselves as well as our support and understanding for the other person that we're really going to have all of those, um, health benefits.

[00:55:57] **Michael Herold:** Now, here's the thing. We've only barely touched upon the first part of your book, which goes into the science, the conversations, the, the art of the conversation.

Uh, I would have so loved to talk with you about the power of compliments and gratitude, uh, dear listener, grab the book. But here's the thing that the second part of your book it's like a go to toolbox for problematic areas in life. So part two, uh, you're titled this maintaining connections and you talk about lying and secrets and how to deal with that.

Envy, asking for help, healing bad feelings, conflict, and forgiveness. So this is like a first aid kit of, I struggle in this area right now with a certain person. Let me go into this topic that David wrote and apply the techniques and findings But just for my own benefit, because this is something that I struggle with so much, um, let's in the last few minutes that we have, let's, let's dig into asking for help. That's very curious about that. This is an area in my life that I definitely need to work on.

[00:57:03] **David Robson:** Right. And I think so many of us do. Um, so I think lots of us just struggle by ourselves without reaching out to other people when we need kind of favours or, you know, even major support in our life. And there are lots of reasons for that. We worry about, demonstrating weakness if we ask for help.

We worry that we might be Be kind of burden to the other person if we ask for help. We kind of worry about being rejected and we assume that the other person just won't have the time or the capacity to help us. Um, You know, most of these, uh, worries are completely unfounded. So there's lots of research by people like Vanessa Bohns and Nicholas Epley that showed that people in general, are much more willing to help us. than, than we assume. Uh, Vanessa Bohns work, you know, looked at this in all kinds of areas from, like, asking someone to lend their phone to you when you've run out of battery, to asking someone to take you, to actually, like, not just give you directions, but take you to a particular location, um, right through to things like charity fundraising.

And on average people are about twice as likely to help you as you think. You, you have to ask half as many people as you assume to get the support that you

need. that you require. Um, Now what I love about the Kind of the way this has then been extended in other research is that, not only is the other person often delighted to be able to help and they get a kind of well being bonus to themselves for having performed altruistically, it's actually good for their happiness and health to, to, you know, be supportive, um, which is maybe one of the reasons why people are much more willing to do it than you would think. Not only is there that, but it actually cements the connection. between us. So when you ask someone for a favour, they tend to like you more than if you hadn't asked them for the favour. And especially amongst close acquaintances, not asking for the favour could actually be a little bit insulting. You know, like if I go to visit New York City, and I don't even raise the possibility of staying with one of my friends there, and instead pay a lot for a hotel, they're going to start asking, what, have I offended David?

Have I, you know, Why does he not feel that he could just ask me that? Um, and there's, what I've been especially interested in is that there's this Japanese concept of Am I? Which is when you ask your friends or relatives for those kind of favours that you could potentially do yourself. So it could be like asking your partner to kind of make you a cup of tea. When you're perfectly capable of going to the kitchen yourself, or to cook your favorite meal, or to ask your, your friend to give you a lift to the airport, even though, you know, you could take public transport. It might be a bit more inconvenient, but you're perfectly capable of doing that yourself. And what the research shows is that actually practicing am I in this way, it really does help to cement how close you are to that other person. Um, we don't have a name for it in the same way. That, they do in the Japanese language , but, the research suggests that it's actually a universal experience. So, people in the US are just as likely to benefit from these AMI requests as people in Japan. So I think we could all, enhance our relationships and make our own, uh, life a lot easier if we just, added a little bit of AMI to, to our own lives.

[01:00:38] **Michael Herold:** Ask more, ask more for help and that way make your own life easier. And also have those that actually help you benefit as well. It's like a win win situation for everyone, except for the Uber driver and the hotel whose room you're now, you're no longer renting. So you're welcome. I, I had this extreme example of this, uh, also tying into the interlight into the liking gap with, um, uh, I like to give my, Uh, clients that work on their confidence or communication skills, uh, little homework assignments to push them outside of their comfort zone and, or do it with them during, during workshops.

And I had this, this, this one experience, uh, where there's this one homework that I like to give clients that really want to push themselves. They're like,

they've done all the stuff I've thrown at them. And the, the last like, uh, The last hurdle I have for them is that I ask them to go out into the streets and ask people for so outrageously weird things that they must get rejected.

And then it's like, get rejected 10 times by asking people, can I have your dog? Can I try your shoes? Can I have your hat? Can I drink your coffee? Can I eat your ice cream? So the idea is really to get rejected here, which is quite tough because it really pushes a couple of human buttons that we don't like to be pushed at all.

And this lady comes back like two minutes later and she's wearing a new hat and she's holding a coffee in one hand and the ice cream in the other. And she goes like, Michael, this is not working. I'm doing something wrong.

[01:02:10] **David Robson:** Yeah.

[01:02:11] **Michael Herold:** And so, um, asking, asking for help. Like I've seen so many people, even, even to like weird requests from strangers and with a smile and a laugh offer their help.

And yeah, there's like, am I seems to be the only thing that can explain behavior like, like that. Like it's, it's amazing how willing people are to help with the most ludicrous and weird requests. Um, if they're just being asked to help,

[01:02:43] **David Robson:** Yeah, totally. And so I think we have to be a little careful about how we practice this because, um, you know, we can't exploit

that willingness. And so that is something that Vanessa Bones, you know, the researcher behind some of this research had kind of looked into. And it's, you know, um, people are much more likely to kind of benefit psychologically and physically from giving help if they feel they've had complete autonomy in

making the decision.

Um, like. making, kind of pressurizing someone into doing something they don't want to is actually going to be very bad in lots of different ways. It's unlikely to enhance your connection and it's also just going to add to their stress. So, you know, I think it's important that actually we can often like, uh, give people good, ready, Like, we can give them plenty of opportunity to say no, actually.

So, even in the workplace, for example, um, sending a request by email gives people a bit of time so they can, you know, think about whether they do have the

capacity to help you with your project. And, you know, the chances are that they really will try to help you if they possibly can. But if they're really going to struggle it just allows them to to back out without kind of agreeing too quickly. So that's the kind of thing that we should be doing. I also think like it goes both ways again, you know, so if we going to use MI to uh benefit ourselves.

We should also be very generous with our own time and resources for other people and not resent those kind of requests for help either. Um, and you know, the great thing is like I mentioned earlier that we when we do act altruistically to other people like it's definitely very good for our health and well being.

So, there are selfish motives for being altruistic, basically. But ultimately, I just think, you know, acting to others in the way that we want them to act to ourselves is always a good principle.

[01:04:44] **Michael Herold:** Yeah. Absolutely. A respect. And, uh, yeah, this, this mutual respect is just the underlying magic behind all of it. Like if you use these things to manipulate to come out as the winner, um, you might be lucky once, twice, thrice, but at one point, the entire house of cards just comes crumbling down. So better to build this on, on just a really solid foundation of being a, uh, A good human being.

[01:05:13] **David Robson:** Yeah, that's, I mean, that's exactly how I see it. I think morally, we shouldn't be trying to manipulate other people. But I think practically speaking, we're much more likely to live the kind of life that we want to live and to achieve our goals if we form these authentic, genuine relationships with people where it's based on trust and honesty.

Um, you know, ultimately you're probably still going to get exactly what you want, but you're also going to benefit from the social connection. And you're going to live amongst people who are much happier. You're going to have better lives. longer lasting relationships to.

[01:05:43] **Michael Herold:** All right. Thank you so much, David, for, for your time. Where would you like to send our listeners that now want to hear more from you about you?

[01:05:54] **David Robson:** So, listeners should be able to find my book, uh, wherever they normally buy all of their literature. So, um, it will be available on Amazon, bookshop. org, Barnes Noble, any, uh, book supplier should be able to stock the, uh, the Laws of Connection. Um, you can find more about me and the book at my website, davidrobson. com. I'm on Twitter, um, D underscore A underscore Robson, and I'm on Instagram, um, slowly building up my following, um, at David A. Robson. Um, so yeah, you know, I really love hearing feedback from readers and listeners, so yeah, please do get in touch.

[01:06:36] **Michael Herold:** Thank you so much, David. I will make sure that we put all of that in the show notes as well. So everyone has easy access to your newly minted podcast. Instagram account and give you some, some social media love. Thank you so much for your time. And thank you so much for writing this absolutely brilliant book

[01:06:52] **David Robson:** thank you, it was completely my pleasure. thank you for listening to Psychologists Off the Clock. If you enjoy our podcast, you can help us out by leaving a review or contributing on Patreon.

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[01:07:16] **Michael Herold:** We'd like to thank our podcast production manager, Jaidine Stoutt Williams.

[01:07:21] **Debbie Sorensen:** This podcast is for informational and entertainment purposes only and is not meant to be a substitute for mental health treatment. If you're looking for mental health treatment, please visit the resources page of our website, offtheclockpsych.

com.