



# The Monday Revolution

## Revolutionary Reads

### Talking to Strangers

by Malcolm Gladwell

#### What's it about?

Through a series of fascinating case studies and infamous legal cases, Gladwell explores why, as a society, we are inept at talking to people we don't know. Gladwell provides thought-provoking insight into humans and their interactions with others. He covers topics such as police misconduct, sexual assault and suicide - to illustrate the profound impact that making assumptions and misreading strangers can have on us. The audio version of this book is highly recommended as it features some interviews with people featured in the cases, which adds depth to Gladwell's narration.

#### What's in it for me?

It will help you to explore your own behaviour in dealing with strangers and guide you in building stronger relationships.

#### What can I learn?

- The flaws of 'transparency': How people's behaviour and the way they represent themselves on the outside is not necessarily an authentic window into their personality on the inside.
- The "default to truth" theory: We generally assume that the people we are dealing with are honest and telling the truth. Any doubts are overridden. We have to reach a high threshold of doubt before we are willing to entertain the idea that someone is lying.
- We should think twice before drawing conclusions about the behaviour of others.
- We should take the time to make sense of a stranger by being thoughtful and willing to look beyond the external façade of the person. It is also important to take the time, place and context of your interaction into account.

**“We start by believing. We stop believing only when our doubts and misgivings rise to the point where we can no longer explain them away.”**

#### Start on Monday

Try to invest more of your time and patience in truly getting to know a person. One way to do this is by developing your listening skills.

Join us comrades!

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