



Watch Your Language: Learn to Spot the Ways We “Talk Small”

Which “talking small” habits do you use?

Hedges: Softening your message using “maybe,” “kind of,” “probably,” or “almost”

Double Hedge: Starting with “I think...” instead of making a clear statement

- ☐ I think *maybe*...
- ☐ We should *probably*...
- ☐ I *almost* think we could...

Justifying Language: Inserting “just” to downplay a request or idea

- ☐ I *just* have a few questions about...
- ☐ I’m *just* wondering if..
- ☐ I’m *just* following up.

Unnecessary Apologies: Saying “sorry” when no apology is needed

- ☐ I’m *sorry*, but we need it by Monday.
- ☐ I’m so *sorry* I’m late.
- ☐ I’m *sorry* to bother you, but this should only take a second.

Diminishing Statements & Disclaimers: Devaluing your opinion before you give it

- ☐ I’m *no expert on this* but...
- ☐ I *could be wrong* but...
- ☐ I’m *just thinking off the top of my head* but...
- ☐ Am I *making sense*?
- ☐ Does that *make sense*?

Discuss:

1. Can you think of a time recently when you softened what you really wanted to say?
2. What’s a bolder way you could express the same thing next time?

Challenge - Stop, Start & Continue

- Which “talking small” habit will you **stop** using (as often)?
- Which stronger alternative will you **start** using instead?
- How do you naturally demonstrate warmth, that you’ll **continue** to practice more consciously?



Notes:



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