

# Communication Styles

Men	Women
Live in a world of status	Live in a world of connections
Conversations are negotiations for power	Conversations are negotiations for closeness
Want to preserve independence	Want to preserve intimacy
Seek to win, avoid failure	Seek closeness, avoid isolation
Avoid taking orders (since that means low status and loss of independence)	Okay with taking orders (if it is perceived as forming a connection)
Seek control	Seek understanding
Prefer inequality and asymmetry	Prefer equality and symmetry
Are adversarial (with conflicting goals)	Are synergistic (with common goals)
Value differences	Value similarities
Goal of conversation: transmit information	Goal of conversation: maintain interaction
Offer advice	Seek connection and understanding

