

# Going Silent Takes Back Your Power

Do you enjoy forming communion? Making conversation and connections? Our brains are firing ideas simultaneously triggering communication channels all the time. If you tend to talk more when you're having a one-on-one with someone and are nervous, you could be sabotaging this discussion, especially where your aim is to do one thing: own your authority.

Have you ever felt unsure of where a discussion is headed, or somehow it pivots into another direction where you are unsure of how to save it to win back the focus on what you need?

You will often recognize this when there's an uneasy feeling about whether you are making progress and you are wondering where the conversation is going. You are not imagining it; it may very well be falling through the cracks.

This is where a gutsy strategic tool called "The Pregnant Pause" comes in: to take the discussion and steer it back in the right the direction.

The pregnant pause is where you simply go silent. It's an uncomfortable pause in the conversation where you are either asked a question and do not answer it, or you simply stop talking and let the silence loom over the two of you. If this is an in-person meeting, make direct eye contact with the other person while going silent.

Why go Silent? The Pregnant Pause...

- adds to your bargaining power, to ask for what you want showing you are clear and in control.
- is meant to create an awkward moment to make the other person uncomfortable.
- puts you back in control of the conversation.
- is a powerful strategy to encourage the other person to open up.
- buys you more time to think about what you want to say.

You can use this technique in interviews, status meetings, negotiation talks or any difficult conversation you need to have