



## Carnegie Judo - The Making of Better People

### Part II - Verbal Judo

#### An attempt to throw without using kuzushi has the following problems:

1. It takes too much effort and saps energy.
2. It is more easily thwarted, and hence more easily countered.
3. It often alerts its intended recipient (uke) to the intent, and causes resistance rather than compliance.

#### An attempt to persuade without using verbal judo has the same problems.

There's an actual physical judo application at the very bottom.

If only we could find some magic way to simply get others to do our bidding effortlessly, using magic words, creating off-balancing that will put the odds of victory in our favor. Wouldn't that be great?

*Dale Carnegie: Show respect for the other person's opinions. Never say, "You're wrong."*

"You're wrong" is responding to a push with a shove. Options might include:

"Interesting... perhaps one could also [consider...take into account... think about...etc.] "

"I see your point. Would it still [work... apply... Etc.] if...?"

"Okay. I do have a question."

"Could be. Do you know of any history of... [Examples of... People who]... etc.

"Really? Could you [clarify] that, please? (You have been told, "You did that wrong." or that you are wrong.)

"Okay [Sure. Right. Uh-huh, etc] ." (Then wait.)

Each response allows a chance for you to make a brief reply and then stop. Notice that the agreement is to be made as conditional and not confrontational. Of course, you can create your favorite responses. In judo, we say there are eight directions of kuzushi. Here are six for verbal judo, as used above. There are more.

- An agreement and added consideration
- An agreement and a qualifying question
- An agreement and a request for permission to challenge
- An agreement and a request for proof beyond opinion
- A semi-agreement, based upon details that validate it.
- An agreement and silence

"Yeah, **but**..." is not agreeing. "Yes, **and**..." Is much better.

Pick your battles. If you shove back by reflex, just as you might have when you were first learning judo, you must grab that habitual gremlin by the throat and tame it. Winning isn't always what it seems.

*"He that complies against his will / Is of his own opinion still."*  
~Samuel Butler (1612-1680), in *Hudibras. Part iii. Canto iii. Line 547*

Add to that philosophical couplet, "Probably not happy about it, as well." And Carnegie explains why this is so true: "When dealing with people, let us remember we are not dealing with creatures of logic. We are dealing with creatures of emotion, creatures bustling with prejudices and motivated by pride and vanity." Of note, this is also why it is difficult for us to take the agreement / yielding route, being such creatures ourselves. It is why those who are not skilled in judo are more easily thrown by those who are.

Personal note: Just as with judo, the learning and doing of the simplest and most important things is a lifetime endeavor, requiring practice to attain and continued vigilance and practice to maintain. I am going to work on this single verbal judo skill tirelessly for the next month, and perhaps that will get it into semi-habitual status for a while. As much *nage komi* as presents itself shall be undertaken.

In accord with Kano's principle of mutual benefit and welfare, this is less about winning an argument or making a sale or tricking someone into doing it your way than it is about arriving at accord in spite of differing viewpoints.

**RELATED JUDO SKILL** In randori, move in the direction your partner wants to move, only with barely a little more velocity. Then, just change the angle a couple of degrees. As tenth dan legend K. Mifune showed in his movie, this is especially effective when uke is walking backwards. I had a sensei in my early judo days who used to love to "gather me in" by degrees, a little pull, a little more, all to set up his devastating *hane goshi*. The more nervous I became, the easier I was to throw. One day, I decided to stop resisting, and as he pulled I crowded him, took away his attack space. Drove him crazy! He never threw me with *hane* again.

Next Issue: "Millionaires Magician" Steve Cohen uses time-tested verbal judo in *Winning the Crowd*.

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