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Subject: Conversational Terrorism

Posted by [Jecht](#) on Wed, 16 Mar 2005 14:33:08 GMT

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Quote:THINK VS. FEEL:

A person will likely be off center of the ANALYTICAL/EMOTIVE SPECTRUM (an alternate name for this technique) in any heated exchange. By pointing out which side the other person is on, (either side will do) he/she is obliged to defend his/her temperament instead of the case at hand.

"Your cold, analytical approach to this issue doesn't take into account the human element."

"Your emotional involvement with this issue obscures your ability to see things objectively."

Its like me at one end, and Java at the other lol

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