

Aide Memoire

Art of Banter – the art of playfully making your point

1. What is Bantering?



Purpose – sales, negotiation, to be true to yourself, to give instructions, presentations, to connect with others, to communicate heavy topics in an easy to hear way

- Light
- Playful
- In the moment
- Fun
- Experimental
- Inclusive
- Two-way communication
- Making a point

2. Amused State



Focus: getting yourself into an amused state

- Belief: we are going to have fun here
- Think of something amusing
- Let go heaviness– phew, shimmy!
- Face – twinkle in the eye, mouth slightly up turned, openness
- Body – fluid, moving, shimmy, relaxed
- Emotions – light and in the moment

3. Relax and connect



Focus: the other person and how they are experiencing the world

- Rapport – matching & mirroring
- Open ended questions - Get them to talk about themselves
- Identify the common ground
- Share yourself
- Make fun of yourself
- Put yourself in other person's shoes

4. Trigger



Focus: being open to something that want to banter on

- Judging the openness for fun of the other person
- Identifying the bait - people's patterns
- Something will pop-up in your head
- Something will stand-out about the other person
- Internal mechanism – to lighten the mood

5. Filter



Focus: checking your bantering is appropriate

- “will this cause offence?”
- “how can I make my point”
- “What's my message?”

6. Tactics to build your repartee



Focus: be ready to share yourself and your observations

- Agree & Exaggerate:
- Take it across into a different context
- Make it ridiculous : characterise

7. Feedback



Focus: handling the response

- Laughter/banter back – carry on
- No laughter/confused look – stop/explain