

Thought you knew it all? Try this

By LORAIN McCLISH

Dr. Joyce Brothers, guest speaker at the Women's Economic Club's holiday party, discussed how to persuade people to say yes. But the section of her lecture that was the biggest hit with the 800 audience members was her quiz on male and female differences.

HERE IS Dr. Brothers' quiz: Answer questions true or false. Give yourself one point for each correct answer.

- 1) Most husband and wife arguments are started by wives.
- 2) When eating out, men order familiar stand-by dishes, while women order the exotic or unusual.
- 3) Women are more cheerful and optimistic than men.
- 4) Women go to pieces faster in emergency situations than men.
- 5) Women have more nightmares than men.
- 6) Men have more colds than women.
- 7) Women change their minds more often than men.
- 8) Men have more complaints about their married life than women.
- 9) If a girl lets her boyfriend go too far with her before marriage, he will never completely trust her.
- 10) Women lie about their age more than men.
- 11) Most husbands are more intelligent than their wives.

FIVE RIGHT answers is very good, said Dr. Brothers. Seven right answers



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is superb. If you got all of them right, you should be giving the test. All of the answers are based on scientifically conducted national polls.

ON PERSUADING someone to say yes, Dr. Brothers suggested watching for negative signs that are clues to back off and try again at another time. When the other party starts drumming the table with his fingers, begins to pace, begins playing with his or her jewelry, or the like, you should table your persuasive efforts.

If your opposition's hands begin to tremble, he's ready to be conquered. If the party you want to say yes leaves an object behind so he or she must return to pick it up, it's the best compliment you can be paid. They want to see you again and hear more of what you have to say.

Your argument will be more closely listened to if it is given with some humor.

Honesty alone won't persuade anyone. It must be backed up with actions.

Use your biggest argument first; then back it up with smaller arguments, facts, or statistics.

Don't try to persuade any one to do anything before breakfast.

Don't be pressured into buying anything with advertisements, they are tailor-made to hit every kind of person, from the conservative to the snob.

THE WOMEN'S ECONOMIC Club party also included musical entertainment from the Merciaires, a singing group from Farmington Hill's Mercy College.



DR. JOYCE BROTHERS

Give up? Here are Dr. Brothers' answers

1)TRUE: The male animal doesn't like fighting with his mate. When you hear such an argument you will probably be hearing the man explaining.

2)TRUE: Men are not the adventurous sex. The woman who most enjoys food is the woman who most enjoys sex.

3)FALSE: Women have more fears and anxieties than men. She is much more concerned about her man, her children, her friends and their children than he.

4)FALSE: A woman can be easily annoyed by minor things, but when it comes to life and death situations she is less likely to go off the deep end.

5)TRUE: Women suffer nightmares twice as often as men because there are many more things in her life to have nightmares about. She also requires more sleep.

6)FALSE: Men are physically stronger. However, both men and women who are in love have fewer colds than anybody.

7)FALSE: Women take a longer time making up their minds than men. But once they form an opinion or make a decision, they will stick with it.

8)FALSE: Women complain about money, abuse, and sex, in that order.

9)NO TRUE OR FALSE answer to this question, but what you answered reveals a very great deal about yourself.

10)FALSE: Women will hedge if they don't want to reveal their age. They are very likely to respond with a cutesy answer, such as "I'm two years younger than my sister." Men are more likely to shave a few years off their age with an out-and-out lie.

11)TRUE: Women are still attracted to men they admire. The man's intelligence outweighs any other factor in choosing a spouse.

May all
your
dreams
come
true

from the
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staff,

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(Staff photo by Harry Mauthe)