

## LEARNING THE RULES OF THE ROAD FOR COMMUNICATING WITH SLEEP DEPRIVED/OVERWORKED LEADERS.

A job candidate of mine mentioned that she had spoken with a high level networking source. I asked, “What did you say?” and she replied, “I told him I was leaving my firm.”

“And what else did you say?”

She responded that this executive was smart and could read between the lines. He would understand that she would not be speaking with him unless she was interested in working at his organization. Why should she demean herself and insult him by being so explicit?

### COMMUNICATING WITH SLEEP DEPRIVED/OVERWORKED LEADERS.

Under “normal” economic conditions my client’s rationale would be valid.

These are not “normal” times.

I tell clients to assume that those who work function under conditions of over work and sleep deprivation. Under these two conditions, is it realistic to believe that they have the time, energy, and commitment to make the synaptic connections my client assumes they have the ability to make?

Assume that the people you do business these days have limited ability to “read between the lines” on your behalf. If you want them to know something, tell them. Be explicit.

If you are embarrassed at having to be so explicit, remember Mary Poppins’ wise admonition that “a little bit of sugar helps the medicine go down.” In this case, the sugar is humor. For example:

“I wanted you to know that I left the firm. Did you know that I am now 66% less expensive for you as a resource this week compared to last week? Please believe me that I didn’t leave 66% of my memory or intelligence in the desk drawer when I left.”

There is an important role for subtle communications in work settings.

A job search isn’t one of them!

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