

# FRIENDSHIP BUILDING

Friendships don't just happen. Although one person may start a friendship, both partners will need to contribute to the building process. You can initiate a friendship by moving toward a prospective friend and starting a conversation. You will probably have very few friends if you wait for them to come to you.

Remember that initial relationships with others are generally a little awkward. Allow yourself some time to feel comfortable with the beginning of a friendship -- the initial awkwardness is natural and will lessen as you get to know each other.

Following are some tips to help you get started making new friends:

## 1. Involvement

Be where other people are. You can't make friends if you aren't in the situations where there are people.

Involvement entails both **COMMUNICATION** and **LISTENING**. Share feelings, ideas, opinions and activities, and listen -- listening to both the speaker's words and feelings conveys your interest.

## 2. Send Friendly, Non-Shy Signals To Others

It helps both you and them loosen up. Try these suggestions from Dr. Arthur Wasamar, author of Making Contact, a system he calls **SOFTEN**. Soften breaks down this way.

**Smile** It shows you are friendly and would enjoy the other person's company.

**Open Your Posture** Uncross your arms and legs; you'll look more relaxed.

**Forward** Lean toward the person, or move closer to show you're attentive to what he or she is saying.

**Touch** A hand on another person's arm is usually a welcome gesture (make sure you don't touch too much, however).

**Eye Contact**

This shows that you don't want to miss what's being said.

**Nod**

A nod communicates that you understand what's being said and you're interested in keeping the conversation going.

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