



# I Am Excited For You!

*How to say it like you  
mean it*

Happiness is like a kiss.  
You must share it to enjoy it.

-Bernard Meltzer

## The PERMA Model: Elements of Human Well-Being and Happiness



PERMA is a positive psychology model developed by Dr. Martin Seligman (the founder of Coach Flatow's UPenn Masters of Applied Positive Psychology program) to outline the role of five essential elements that contribute to our well-being and happiness.

**P** Positive Emotions

**E** Engagement

**R** Relationships

**M** Meaning

**A** Accomplishment

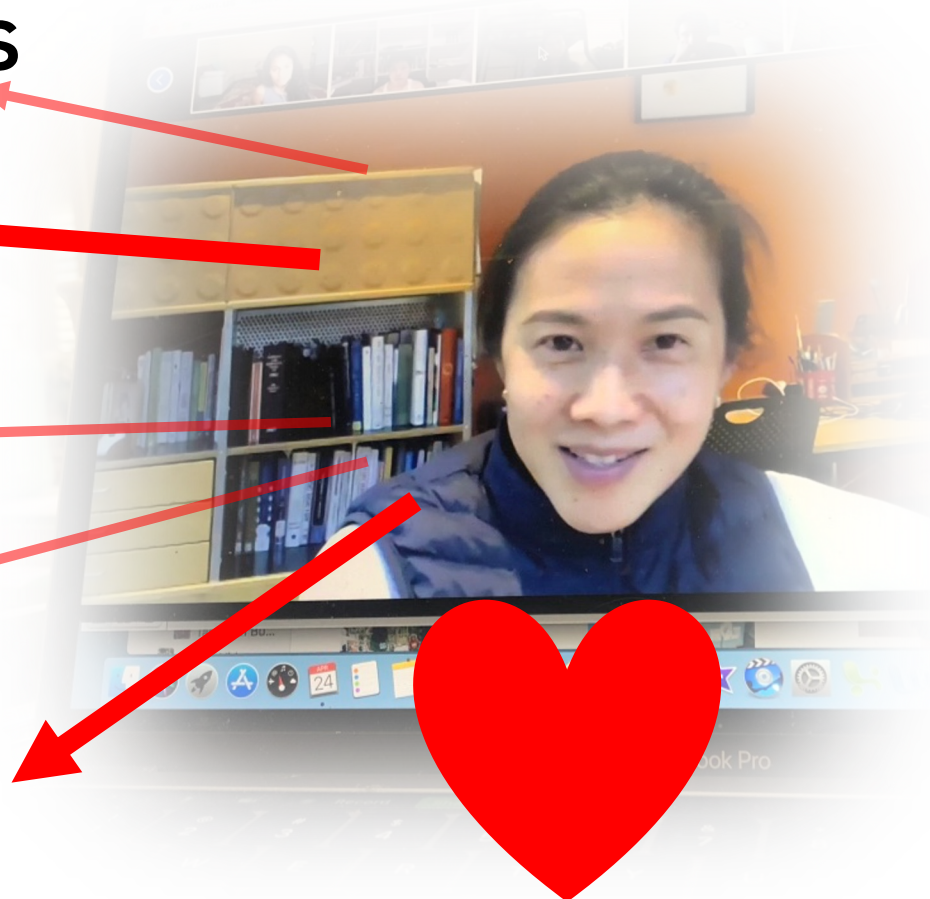
# Grit and PERMA

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Humans are social creatures, wired to connect; we evolved to rely on communities and social bonds for survival.

Relationships contribute to a deeper sense of meaning in life

Healthy relationships foster positive emotions such as love, joy, gratitude

Having people to rely upon during challenging times increases our resilience, helping us cope with stress and adversity.

Strong social ties are protective factors for mental and physical health.

Relationships: One to Rule Them All?

Our relationships and their quality are intertwined with all other elements of PERMA

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All elements of the PERMA model contribute to a flourishing and resilient life, but I am not the only one to argue that **relationships** are one of the most crucial factors for overall well-being.





# The Relationship Advice Industrial Complex



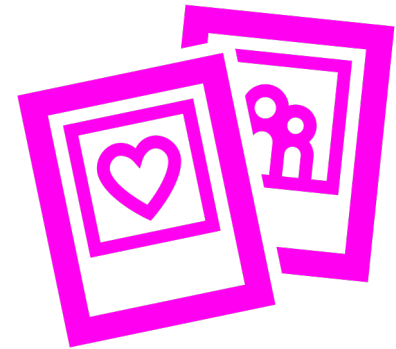
Books on Relationships



Therapists and Coaches




Speakers



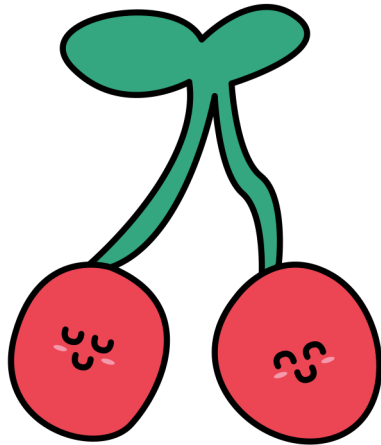
The greeting card and gift giving industry

*OK, but...relationships and advice are complex, Coach, and we have 30 minutes!*

A photograph of two young women with long dark hair, wearing blue athletic shirts, celebrating outdoors. They are smiling and have their arms raised in a celebratory gesture. The background shows a paved path and trees. The text 'Capitalization or Active-Constructive Responding' is overlaid in white, bold font.

# Capitalization or Active-Constructive Responding

How do you react when your friend tells you good news?



## JOY MAGNIFIER

Active Constructive



JOY DIFFUSER  
Passive Constructive



ONE-UPPER  
Active Destructive



DEBBIE DOWNER  
Passive Destructive

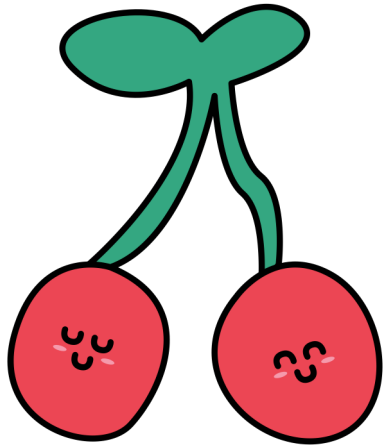
## Capitalization:

There are 4 types of responses to good news, according to research

- Saltzberg, personal communication, March 24, 2024
- Gable & Golsnell, 2011

# Joy Magnifier (Active-Constructive)

Enthusiastic Support



**News:**

"I just was accepted to Harvard!"

**Response:**

"Wow, that is great news! Your talent and hard work definitely paid off! I know you will be successful. What will you major in?"

# Joy Diffuser (Passive-Constructive)

Understated Support



<b>News:</b>	"I just was accepted to Harvard!"
<b>Response:</b>	"That's nice."

# Debbie Downer (Active-Destructive)

Demeaning the Event



**News:**

"I just was accepted to Harvard!"

**Response:**

"Harvard is expensive! And it's so far away, and the weather stinks. And the students are all rich snobs. Do you think you will fit in?"

# The One Upper (Passive-Destructive)

Ignoring the Event



**News:**

"I just was accepted to Harvard!"

**Response:**

"You won't believe what happened to me today!"

# Why is capitalization (how we respond to our friend's good news) important?

- Our friend feels better! (Gable & Gosnell, 2004; Lambert et al., 2013)
- Psychological safety/ open lines of communication/ good news is shared more often (Paakkanen et al., 2021)

- Shared events are remembered

(Gable et al., 2004)

- Indicates better relationships that last/ formation of new relationships

(Gable et al., 2004; Kaczmarek et al., 2022)



# An Role-Playing Exercise: Understand, Validate, Care

(Gable et al., 2004; Gable & Gosnell, 2011; Judy Saltzberg, personal communication, March 24, 2024); Carla Russo, personal communication)



Active-Constructive  
Enthusiastic Support  
**Joy Multiplier**

Passive-Constructive  
Understated Support  
**Joy Diffuser**

Active-Destructive  
Demeaning the Event  
**Debbie Downer**

Passive-Destructive  
Ignoring the Event  
**The One Upper**



**What did that  
feel like?**

**What is your  
best recent  
example?**



**! Where can I use  
capitalization  
even more?**



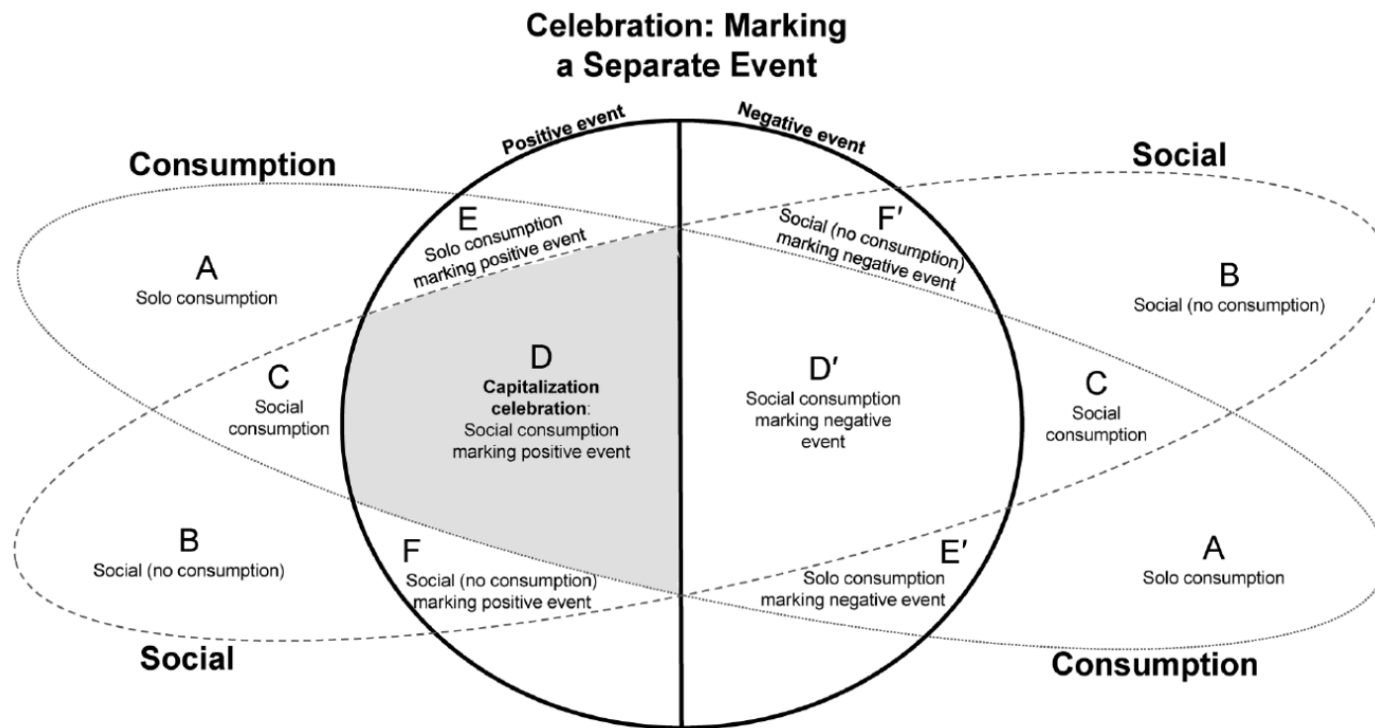


People talk about how to be there for our friends in hard times, however being there in good times might matter even more.

I hope you take a moment and think ***“Capitalization”*** when a friend comes to you to share good news.

How do you react when your friend tells you good news?

# Psychology: The Science of Taking the Fun out of **EVERYTHING** 😊



# Some **Very** Fun Homework: Celebrations are a way to positively respond.

- Key elements of an effective celebration:
  - Separate event (not “this is for this AND that”)
  - Involves others (more the merrier)
  - Something is consumed 😊
- In the next week, pay attention to when your friends give you good news.
- Look for an opportunity to say something like: “That’s great! Let’s go have coffee/boba/breakfast/pizza/a cupcake to celebrate!”
- Tell me what happens!

(Brick et al, 2023)



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