

Some people are gullible. They will accept anything at face value and they will trust others at the drop of a hat. Some people are argumentative. They have an opinion and they will have others take notice of it and believe it come hell or high water. Some people are stubborn. These people will have nothing to do with something they don't believe or agree with. They form their own opinions based on facts that they know to be true and aren't easily swayed otherwise. And some people are unconvincing. They may have something great to say, something really meaningful and useful. But they are unable to convey their message in a way that is credible to others. Then there are the people in the middle. Those with the happy balance of trust and skepticism. They may be ready to hear a message and take it in as their own, but if it is a worthless message or one ill conceived, then they cast it aside in search of new and meaningful information.