

50 TRICKS TO PERSUADE AND INFLUENCE PEOPLE



Training Content

The Objectives of this training is to make you aware of:

- ✓ Influence versus manipulation coercion and persuasion
- ✓ How people make decisions
- ✓ What is cognitive dissonance
- ✓ How to perfect your first impressions
- ✓ How to gather information and know about people's to approach them tactfully
- ✓ How to communicate with confidence , clarity and establish rapport
- ✓ Ways to pace and lead
- ✓ Techniques to optimize your body language; e.g. match and mirror and maintain eye contact
- ✓ Why you need to Leverage NLP in everyday persuasion and ways of embed positive commands
- ✓ Story telling techniques to catapult the propaganda
- ✓ What communication mediums work best for you
- ✓ When to seize teachable moments and build alliances
- ✓ Make people believe they will win
- ✓ How to apply Push and Pull techniques
- ✓ How to use debriefing techniques
- ✓ How to meet people's expectations and understand their frame of reference
- ✓ How to Breakdown oppositional thinking
- ✓ Why you need to know when people are stuck
- ✓ Why being flexible and persistent is a key for success
- ✓ Key factors to organize and execute meetings effectively
- ✓ How to adopt persuasive writing
- ✓ Ways to set up a persuasive presentation
- ✓ How to create urgency
- ✓ How to use scarcity as a catalyst
- ✓ What you need to do to transfer positive energy
- ✓ How to set good last impressions

Also included :
Instructor's Guide
with 5 Training
Activities
Plus Learner's Booklet!

Comprehensive Training Material for
36 hours of training

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