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5 INSANELY USEFUL STRATEGIES TO GET OTHERS TO SAY YES

I like to get my own way. And, um, I'm pretty good at it. Here are my best practical tips. They work. Do these, and you can filter out all the other noise and get more of what YOU want.

1

Empathy

Put yourself in the shoes of the other person. People respond to their own self-interest, not to the brilliance of your idea. Think about what's in it for them.

2

Relationships

Build great relationships. Influence is a process, not an event. People are more likely to do what you want them to do if they know you and like you.

3

Favors

Do favors. When people think they "owe" you a favor, they are more likely to support your position or to do you favors as a way to give back.

4

Show interest

Be sincere in making other people feel important. In fact, if you want something from others, they actually are important! Show interest in them. Find ways to make them feel important and as if they are in control.

5

Get help

Get someone else involved! When someone else says great things about you or mentions your credentials you become more credible.