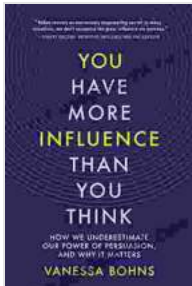


How We Underestimate Our Power of Persuasion and Why It Matters



You Have More Influence Than You Think: How We Underestimate Our Power of Persuasion, and Why It Matters

Matters by Vanessa Bohns

★★★★☆ 4.4 out of 5

Language	: English
File size	: 2016 KB
Text-to-Speech	: Enabled
Screen Reader	: Supported
Enhanced typesetting	: Enabled
X-Ray	: Enabled
Word Wise	: Enabled
Print length	: 242 pages



We all have the ability to persuade others, but most of us don't realize how powerful we really are. This is because we underestimate our own persuasive abilities.

There are a number of reasons why we underestimate our power of persuasion. One reason is that we often compare ourselves to others who we perceive as being more persuasive than us. This can lead us to believe that we are not as good at persuading others as we actually are.

Another reason why we underestimate our power of persuasion is that we don't always see the results of our efforts. When we try to persuade someone, we often don't see the immediate impact of our words. This can

lead us to believe that our attempts at persuasion were not successful, even when they actually were.

Finally, we underestimate our power of persuasion because we don't always realize that we are persuading others. We often think of persuasion as something that only happens when we are trying to convince someone to do something. However, persuasion can also occur when we are simply trying to share our ideas or opinions with others.

Why It Matters

Our ability to persuade others is a powerful tool that can be used to achieve our goals. When we are able to persuade others, we can get them to do what we want, change their minds, or see things from our perspective.

Persuasion is also essential for success in many areas of life. For example, persuasion is important in sales, marketing, politics, and law. If you want to be successful in any of these fields, you need to be able to persuade others.

How to Become More Persuasive

If you want to become more persuasive, there are a number of things you can do. First, it is important to be aware of your own persuasive abilities. Once you realize how powerful you are, you can start to use your abilities to your advantage.

Second, it is important to practice your persuasive skills. The more you practice, the better you will become at it. There are a number of ways to practice your persuasive skills, such as giving speeches, writing persuasive

essays, or simply trying to convince your friends and family to see things your way.

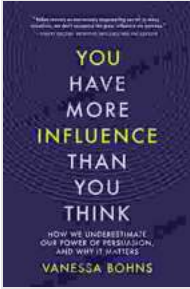
Finally, it is important to be genuine when you are trying to persuade someone. People can tell when you are being fake or insincere, and they are less likely to be persuaded by you if they don't believe you.

We all have the ability to persuade others. However, most of us underestimate our own persuasive abilities. This is because we often compare ourselves to others, we don't always see the results of our efforts, and we don't always realize that we are persuading others.

Our ability to persuade others is a powerful tool that can be used to achieve our goals. When we are able to persuade others, we can get them to do what we want, change their minds, or see things from our perspective. Persuasion is also essential for success in many areas of life, such as sales, marketing, politics, and law.

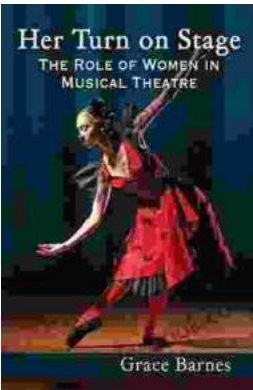
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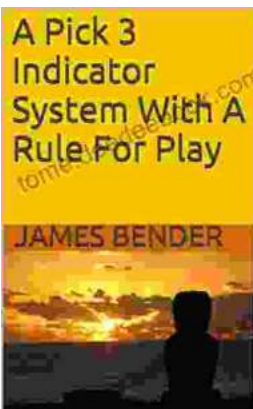
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