Don’t Be Put Off By Persuasion Skills

Does the idea of learning skills of persuasion produce an image of someone talking fast and wearing a cheap suit? Aristotle wrote positively about the value of persuasion skills in the 4th century. Long ago, when barter was king instead of cash, convincing others to trade with you was vital. Persuasion skills are an ethical and keenly important area of study in business. Here’s an example: A key point in understanding persuasive communication is that people make decisions emotionally, but justify them logically. A complete presentation appeals to both sides of this decision-making equation. So, try using words, examples, and images in presentations that generate emotions to match your goal and you will see more dramatic results.

Youth Sports: Prevent Overuse Injuries

Half of all youth sports injuries result from playing the same sport too much and too often. Competition and specialization in one aspect of a sport increase the risk of “overuse injuries”. These injuries are not always obvious because they are not readily acute, yet there are a million of them per year requiring treatment. The American Orthopaedic Society for Sports Medicine wants parents to be mindful of overuse injuries. Ironically, nearly all professional sports players of today report that while growing up they did not play their sport year round. They enjoyed other sports, too, and rest breaks.

Your Free Credit Report—Really

There is one official source to get a free credit report every twelve months with no strings attached. It’s www.annualcreditreport.com. This Web site was established by Experion, Transamerica, and Equifax, the three major credit reporting bureaus. You should get a copy of your credit report, not only to help ensure that no identity theft as occurred, but also to ensure that past creditors, even ones with whom you’ve had flawless relationships, have not logged negative reports about your credit.

Secrets to Better Speeches

To reduce anxiety and feel more confident when speaking in public, arrive early and walk around the room to get familiar with it. Greet as many individual attendees as possible. To sound more inspirational, decide what part of your speech is most interesting, and then crank up the intensity and show your enthusiasm at those points. Master slip ups better by memorizing one-liners to appear cool and in control. (This is what the celebrities and the pros do.) When mistakes happen the cardinal rule is: Never criticize yourself from the podium. Your audience looks up to you. You’ll undermine their needs if you put yourself down.
Taking initiative is so valued by employers that it is often graded on performance reviews. Periodically, most employees will take initiative—acting without being prompted. However, fewer will develop a mindset that makes taking initiative a habit. This is the “proactive mindset”. Achieve it and you will not only earn more favorable reviews, but gain influence in your organization. 1) Do not retreat from challenges on the job. Instead, see them as new frontiers needing leadership—possibly yours. 2) When negative and undesirable events transpire, think “what’s the opportunity for everyone in this picture?” 3) Never discount, minimize, or disbelieve a child’s report of abuse. Instead, follow up with another question, to learn more.