

# How to Influence People

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One of the most important skills that you need to develop for success in life is to influence people. By influencing people you help people to do better and encourage them to see things from a different view point.

## Important traits to influence people

There are certain traits that are important in influencing people.

### Be outgoing

You should have a friendly and outgoing personality and this will have an influence on the people around you. People will respond to those who are comfortable with them and thus follow their lead. But you should never treat them as someone lower than you. Everyone should be treated like a friend.



### Smile

Everyone appreciates a smile. People will feel that you are approachable and trustworthy.

### Ask questions

It is important to engage other people in conversations. Show an interest in them and they will become more open and responsive. Simply ask for a help or help them with something they are struggling with.

### Plan activities

You should take the initiative and organize a group trip. This will help you make them friends and show them that you like them and include them.

### Demonstrate interest in others

In order to make a good impression, you need to show an active interest in the person you're talking to. Listen to what they are saying. A good listener learns a lot about people. Ask stimulating questions about the other person's interests and opinions. Respond to their questions with a sense of the topic. Responding correctly will generate a sense of trust and create a bond between you.

## **Address people by name**

People are more likely to respond when they hear their name, as the use of their name makes your message more personal to them.

By remembering to use someone's name, you will seem like an interesting person who pays close attention to details. It is the same as remembering their birthday, so take notice in what they have to say about themselves.

## **Be an active participant in discussions**

Building a relationship with someone is a two way process. It's about response and trust. You shouldn't use a conversation as a vehicle for forcing your ideas and opinions on others. Equally, you shouldn't get out of a conversation either; nobody wants to feel like they're talking to themselves.

## **Talk about the interests of others.**

Encouraging someone to talk about the things they are passionate about is another great way to demonstrate an interest in others. It is also one of the best ways to get to know someone, a vital component in building a relationship. When you speak about the topic they love, people will open up. Never try to overpower the other person by talking too much about your own interests.

## **Respect the opinions of others.**

It is important to always respect other people's opinions, even during a disagreement. You do not need to agree with the other person, but you should allow them to express their opinions and beliefs without contradicting or belittling them. Relationships are built on trust and mutual respect, so it is important to recognize and accept your differences.

## **Secure your place within a social circle.**

Establish your place within a social circle by becoming friends or respected acquaintances with as many people within that circle as possible. This will increase your influence and power over that circle as a whole. When your friends introduce you to a new group of people never look bored. Instead you should seize the opportunity, interact with them and try to understand them. You should also try to speak to people within the circle you don't normally hang out with. Try to become friends with them for their own sake. Host a party or group activity of some kind and invite as many friends, acquaintances and friends of friends as possible.

## **Admit your mistakes first and foremost.**

If you are wrong, be sure to admit it quickly and emphatically. The quick way to generate animosity is by failure to admit your mistakes when you are obviously at fault. So if you want to build credibility and respect, be sure that you are quick to admit your errors as soon as you realize them. People will admire your honesty and honesty inspires trust.

### **Point out mistakes in a helpful, indirect way.**

If it is necessary to point out someone else's mistakes, make sure to do it in a constructive, positive way. The last thing you want to do is make another person feel small or stupid. If you are humble and matter-of-fact with your correction, you will find that your comments are more likely to be heard and taken to heart. Never correct someone in front of another person. Keep it between the two of you.

### **Establish your expertise.**

If you have extensive knowledge on a given topic, it is worthwhile making this fact known, especially if that knowledge could potentially be used to help someone else. Don't brag about your knowledge or talk about it endlessly. This will make you seem like a know-it-all and will discourage people from asking you about for help. Make your expertise known and let people know you are happy to help, if needed.

### **Live a clean life worth looking up to.**

If you want to influence people, it is important that you live the kind of life that people can respect and look up to. You need to live life to the full and be the best person you can be. Some ways to achieve this include:

- Holding a good job.
- Taking care of your appearance.
- Eating healthily and staying fit.
- Avoiding drug and alcohol abuse.
- Having interests and hobbies
- Respecting others.

### **Demonstrate a willingness to learn.**

Although having firm opinions and beliefs is an admirable trait, it is also important to keep an open mind and to be willing to try new things and learn from your experiences. Strive to broaden your horizons. Engage in stimulating and thought-provoking discussions, read books and newspapers, travel as much as possible. You should be a yes person. If somebody offers to teach or show you something new, take them up on it.

### **Take a friendly approach.**

Always begin in a friendly manner if you are trying to influence others to your way of thinking. Avoid being bossy or demanding. Start by asking questions that they will quickly say yes to, in order to get cooperation.

### **Sympathize with opposing beliefs.**

Try to understand where the other person is coming from. Ask yourself, what motivates them to do certain things? Again, it's about reciprocity; if you respect others' beliefs, they will appreciate you and your beliefs as well. By sympathizing with beliefs that you disagree with, you can help establish an air of open-mindedness which will help increase your influence.

### **Plead a noble case.**

People are more likely to change their behaviors, if the change will benefit society as a whole, rather than just you.

### **Avoid giving orders.**

Never give orders (even with the word please). This makes the other person feel like you don't respect them or care about their input and might lead them to deliberately ignore or do the opposite of what you want. Instead, ask questions or make subtle suggestions.

### **Praise others**

Praise is the best motivator for behavior, so be generous with your praise. However, don't give praise just to give it, this will come off as being insincere. It means more to the recipient if it's about something they recognize as praiseworthy.

### **Make others feel as though the idea belongs to them**

This is very important to influence others to your way of thinking. People can be critical of others' ideas, but if it's their idea, they will be much more in favor of it. Give the other person lots of hints and clues, but let them reach the conclusion themselves. If you want your partner to take you away for the weekend, make comments about needing a break from reality, wanting to spend some quality time together etc.

### **Let others save face.**

Helping others to save face is a good way of building trust. By saving them from an embarrassing situation, the other person will feel grateful towards you and might even feel like they owe you a favor. You may pretend that nothing happened. Help to deflect attention away from the person after an embarrassing occurrence. For example, if somebody says something they're not supposed to or accidentally cause offense, you can help by quickly changing the subject.

**“We never know which lives we influence, or when, or why.”**

-Stephen King