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The Jumping Boy's Top Tips for March

Courses coming up at Chilston Park, Lenham.

- [Finance, Budgets & Cash Flow](#) - 8th March
- [Tough Conversations](#) - 9th March
- [Digital Marketing \(2 days\)](#) - 20th & 21st March
- [Communicate Assertively & with Confidence](#) - 29th March
- [Team Leadership \(2 days\)](#) - 5th & 6th April
- [Time Management](#) - 25th April
- [Introduction to First Line Management](#) - 26th April

Tips for persuading someone to your point of view

You want to persuade someone, your boss, a colleague, a customer to agree with your idea. How do you go about it? Here are some tips.

1. Plan your request

Preparation will allow you to think through:

- One, two or maybe three reasons why the person you are trying to persuade should agree to your request
- What objections you might get, and your response to them

This will make your request more effective and leave you more confident.

2. Choose your time and place

Set aside time to make your request, so that they know it is important, and do it somewhere that you won't be overheard, so you can discuss your request openly.

3. Use the word “I”

This shows that you are taking responsibility for your request, as well as your development.

4. Make eye contact

Look the other person in the eye when you want to be assertive. Be still and do not fidget or shuffle around. Standing your ground means literally, “standing your ground”.

5. Be ready to discuss your request

You may need to justify your request, so take a little challenge as a positive sign that you have made an impression. After all, a challenge is not a straight “no”.

6. Respect their right to say “no”

There may be lots of reasons why the person you are trying to persuade can't say “yes” now. When you get a clear “no”, accept that there may be a good reason.

7. Make a counter offer

Accepting a “no” does not mean there is no hope. Ask when the answer might be “yes”. What would you have to do? What circumstances would have to change? Aim for a commitment to grant your request, “*subject to ...*”

Learn more about how to [Communicate Assertively and with Confidence](#) on our course on 29th March.

Learn how to handle that [Tough Conversation](#) on 9th March.

Remember **REGISTERED CHARITIES** receive a 15% discount off the advertised price of the course.

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