

Reasons why people don't listen when I talk? How To Be Heard (Persuasion) (MEMBERS ONLY Bonus Content)

Description

[Original Article.](#)

Links:

-[Study](#) Basic study on agentic shift in different situations. Only useful for deeper study.

-[Wikipedia](#). Great overview.

Notes:

-See also [persuasion type techniques](#) (linguistic phrases like because and other primer type effects)

-Balance between building rapport through vulnerability and being too vulnerable that the person doesn't see you as an authority anymore because of all your flaws and weaknesses. When playing the power game always error on the side of not building as much rapport in order to hide your weaknesses. This will save your authority and ability to lead.

Category

1. Member Resources
2. Persuasion

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