

Title:

5 Seconds To Smashing More Arguments With NLP

Word Count:

378

Summary:

Last time the used car salesman pitched a lemon at you, he called the high price tag an "invest

When you were fired, they called it a strategic downsizing. Now that didn't make you any better

Euphemisms are efficient linguistic tactics to counter objections. The key is to redefine cert

Keywords:

objection mastery, NLP techniques, conversational hypnosis, negotiation techniques

Article Body:

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Euphemisms are efficient linguistic tactics to counter objections. The key is to redefine cert

Through redefinition we create new "frame" meanings about a behaviour by re-labeling a key word

Redefinition asserts that "X doesn't mean Y, it means Z" Since X=Z and not Y, we now have a to

Here are some questions you can test yourself with to increase your flexibility at reframing:

What other meanings could I attribute this behavior? What value could this belief have in other

The secret to reframing: Simply replace one of the key words in the argument such that it subt

1. "It doesn't mean x, it means y"
2. "It doesn't cause x," it causes y"
3. "If you really want to see a case of x, consider."

Let's do some reframes, after all, practice makes perfect.

Objection: You were too tough on your employees; it's unkind! How do you expect to motivate th

Answer: I agree that they might be hurt at first. But tough words also have its place. In this

Objection: You're tardy for the umpteenth time. You don't care about me.

Answer: My being late doesn't imply I don't care. It means I had a lot of things to do at work

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