

Title:

Deflate Objections In 15 Seconds

Word Count:

367

Summary:

Does this symphony sound familiar?

You are too!

Am not!!

You are TOO!

AM NOT!

YOU ARE ALSO!!

AM NOT!!

Familiar? It's how kids argue. I'm sure you've tried this mode of arguing decades back.

Children, when pointed out that they are "xxx", tend to retaliate that their accuser is also "

Keywords:

objection mastery, NLP techniques, conversational hypnosis, negotiation techniques

Article Body:

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By applying a belief statement back to the person asserting it, we test the applicability of t

Let's see this in play.

She says, " You're always with your officemates. Obviously you don't like me anymore"

To counter this with Reflexivity , you apply her argument back to her by saying, "My dear, you

She will then see the irrationality of her argument.

Let's try another.

Mark says, "The Bush Administration wastes so much time bickering, debating and arguing. Obviously, you are not going to win the argument. So you come to the good ole US of A's defense by saying, "I see.... so shall I assume that you are right. Okay, let's put this to practice. Someone brave, come to the front; volunteer 10 arguments. Then let's have someone else come up with ten counter arguments using this principle. Have fun!

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