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Y A N D C O M M U N I C A T I O N : SPEAK WITH CONVICTON BLIND SPOT We are so concerned about how we look, what is happening in our lives, what we have to do next, and how to boost our own self-esteem that we forget to connect and build rapport with others. Another way to disconnect relates to how you handle their objections, brushing them aside with well-worn phrases and tactics. Self-discipline is a critical life skill we need to develop to be charismatic and highly influential in the long term. He had a gut feeling that a unique amusement park based on his company's creations would appeal to both children and adults. Some claimed to have lightheaded after being INFLUENCED. HELP OTHERS PERSUADE THEMSELVES 97 one of his dynamic presentations. Break the content down into individual skills, and master one skill a day or even one skill a week. BLIND SPOT How hard can talking a story be? Take a look at some magazine covers. He is the only person who has won that many races. For some reason, talking about power makes us a little nervous. How do others really feel and think about you? You are human and embarrassment is a human emotion. s Don't always attempt to prove you are right. 38 PRESENCE: WHAT DO YOU RADIATE? When we have legitimate forms of power, people will be more willing and want to take action. Confidence breeds trust. Your voice is your calling card: It must exude confidence, courage, and conviction. Thompson was so flattered by the honor that he purchased steel exclusively from Carnegie. The right words will captivate your audience, and the wrong ones will drive them away. They are not unraveled by criticism or negativity. When you have charisma, your vision is driven by your passion and conviction. You need to look for opportunities to develop empathy. MEANING People usually will follow their instinct when they are asked to do something. The hunter tied the lion up with ropes that were too thick and powerful for him to escape. They do so for two reasons: first, focus and concentration; second, goals. CEOs of large corporations and police officers wield this form of power. Speeches delivered at a fast rate are rated more influential and charismatic than those presented at slow or even moderate speeds, because people who speak faster appear more competent and knowledgeable. Crossed legs while someone is standing could mean the person is feeling awkward or uneasy. A P P L I C A T I O N Respect needs to be mutual. Respect their things and they will respect you. If you listen when people tell you their problems or issues, they will feel you are sympathetic, understanding, and respectful. Kanungo, Charismatic Leadership in Organizations (Thousand Oaks, Calif.: Sage Publications, 1998.) Great managers share followers' feelings in a way that creates an emotional bond between them. We set expectations that are not based on reality or honest evaluation. The point is that how people feel about you is in direct correlation to how you make them feel about themselves. With rapport, people want to be around you, like to be around you, and feel better about themselves for being around you. When others get that unconditional acceptance, with no strings attached, you will see their doubt and fears go out the window and feel your charisma soar. What are you listening for? Focusing on the four core elements of charisma, this book shows readers how to: radiate confidence, passion, power, and optimism; combine purpose, creativity, competence, and focus to inspire commitment; influence others by improving communication skills; and persuade and empower anyone by creating instant rapport. Make sure you check your surroundings to see whether you are sending the right message: the type of watch you wear, the briefcase or purse you carry, objects on your desk, or even the type of glasses you wear. 106 Chapter 22 RAPPORT: The Instant Connection SECTION FOUR Chapter 23 Chapter 24 Chapter 25 Chapter 26 Chapter 27 Chapter 28 Chapter 29 Chapter 30 SECTION FIVE Chapter 31 102 110 EMPOWERING OTHERS: CONTAGIOUS COOPERATION INSPIRATION: Strengthen and Energize ESTEEM: Understand the Ego 117 122 CREDIBILITY: Reality Versus Perception MOTIVATION: Light Their Fire 126 130 GOODWILL: Charity and Compassion 134 VISION: See It, Taste It, Touch It, Feel It EMPATHY: Compassion Creates Friendship RESPECT: Give It to Get It 138 142 146 SUBCONSCIOUS TRIGGERS: IT JUST FEELS RIGHT—OR WRONG VERBAL PRESENTATION: It Is How You Say It 155 viii CONTENTS Chapter 32 NONVERBAL COMMUNICATION: Gestures Trump Words 160 Chapter 33 EMOTIONAL STATES: Understanding Feelings and Moods Chapter 34 PHYSICAL APPEARANCE: Judge Not (Yeah, Right!) 171 Chapter 35 HOW YOU REPEL PEOPLE: Don't Drive Them Away 175 Conclusion 179 What's Next? Give 10 percent of your income to a church, charity, or cause. Practice and perfect. Not understanding how something works does not mean that it doesn't work. 117 118 E M P O W E R I N G O T H E R S : CONTAGIOUS COOPERATION Unfortunately, most people already have plenty of people around them who de-inspire or disempower them. He stated in his well-known book Man's Search for Meaning: "Happiness is a condition rather than a destination. When you transfer your passion, the people around you start to absorb your energy. [International Journal of Psychiatry in Medicine, October 1997.] Chapter 7: Humor and Happiness: It Comes from Within Being cheerful and having a happy disposition is always associated with charisma. Burgoon, T. When we do so, we can stay committed even when we don't feel like it, our mood has gone south, or are experiencing negative emotions. Which one is real? BLIND SPOT The blind spot in listening is a huge denial factor. Make sure you find some way to soothe your nerves. Micro expressions are quick facial mannerisms that reveal deception or nervousness. People often wonder why achieving success is taking so long and why they have not learned even the basic skills to be successful or achieve their dreams. It can be just that simple. We all want to feel accepted or to be a part of the group. If the brakes aren't working, it will affect your ability to drive. Rules (written and unwritten) dictate how people are to react to power and authority. You probably still remember that favorite song played during the dance with your high school sweetheart. You can speed up the natural process of connecting and building rapport by understanding the unspoken message. They were quite competitive and always testing each other's strength. 7. s Getting Too Comfortable Too Fast: You want to feel at ease so that you can put the other person at ease. We know when you help others learn and grow, they become more optimistic and motivated. People want results now—instant gratification—and when they don't get them right away, they give up or say they can't do it. s Do they actively participate in meetings and conversations? If you are drop-dead gorgeous or handsome, connecting with people can be hard because they might feel you are way out of their league. What exactly is charisma? They don't complain to you, but they complain to me about the things you are doing and don't even know you are doing. In other words, our conscious awareness of reality is the result of subconscious triggers. A vision inspires and empowers us to reach for the stars. s Be animated and full of energy. s Public praise is more powerful than private praise. s Be interested in them and what they do. Try the mirror-and-match technique today. What mannerism or things are you doing that turn people off, cause them to run away, and drive down your charisma IQ? BLIND SPOT Society nurtures a great blind spot in us when we try to understand our true purpose and potential. When you look at successful people in all endeavors, you will find people who can focus and concentrate. Too many people are stuck in despair and full of hopelessness. The flip side is the lack of confidence that could trigger fear and lack of trust in those you attempt to influence. s Substance: The core information needed to master the skill or trait. Most people don't spend time thinking about their attitudes, yet they allow their attitudes to control them throughout the day. The courage comes from the reality that, when you face your fear, it really isn't that bad. Not only do charismatic people use nonverbal gestures in the right way, they also have the ability to read and interpret the nonverbal gestures of others. Charismatic people have mastered their presentation skills, yet they are constantly working on them. s Tell a powerful story. What do you really believe in, and what are you willing to stand for? INTEGRITY: CHARACTER COUNTS 65 up for? They make you feel as though you're watching a movie; they have created a mental picture so strong that it feels real. Wait a moment and try again. Corporate loyalty is a thing of the past. s Bad handshake can set you back an hour in rapport building. What goes wrong, and why do others sometimes refuse your help? Brayton Bowen, "Today's Workforce Requires New Age Currency: Responsibility, Respect, Relationships, Recognition and Rewards Work Well Together to Motivate Workers," HR Magazine (March 2004.) Managers know that good manners are important to success in workplace relationships. He had a very lively imagination (sometimes even strange) and was known to daydream. If you do, people will always wonder what you say about them when they aren't around. Printed in the United States of America. Are you focused on them or on yourself? When you tell others about your purpose, revealing to them the things you want to accomplish in life, many people tend to be discouraging. Today, try this with everyone you meet and communicate with. Face it: We are all different, have different personalities, and are motivated by different things. Zerbe, and C. s Ask questions to demonstrate concern. Look for the good in others, and strive to bring out the best in them. s Shoulders aligned s Mirroring their strength s Rise if seated s A sincere smile and eye contact s Three or four pumps s Arm completely extended NONVERBAL COMMUNICATION: GESTURES TRUMP WORDS 165 TAK E AWAY Practice learning to read people in every situation throughout the day. He started his career promoting seminars for Jim Rohn and later started to teach aspects of neurolinguistic programming. Charismatic people have the ability to pick up the subtle clues and the nonverbal signals indicating what is really happening inside another person. 3. Rate Your Ability to Tell Stories Add your score to page 182. Effective storytelling is the difference between communicating and convincing, between presenting and persuading, between lecturing and touching hearts. You need courage to correct someone or to start that uncomfortable and awkward conversation. When you enter a room, everyone needs to notice you. Charisma gives you power over, the allegiance of, and the devotion from your audience, and it creates instant support. —G E R R Y S P E N C E When you have credibility, people see you as believable, and you come across having the expertise to make things happen or solve their challenges. The key is to look at every obstacle or challenge in your way as getting one step closer to fulfilling your purpose. Rate Your Positive Power Add your score to page 182. Yes, it is. She founded the Missionaries of Charity in Calcutta, India, in 1950 and ministered to the poor and needy for 45 years. They focus so much on worrying about what could go wrong that they miss the solution or what could go right. Complete confidence takes experience, practice, and patience. IC [WFC Resources Newsbrieff (February 2008), 5, 2.] Chapter 30: Respect: Give It to Get It Respect is critical to the organization. Find a title that is appropriate for you and your work. Unethical things had happened, which began to destroy the credibility of the Olympic Games. I recommend you read this book the first time from cover to cover. Watching TV is easier than reading a book; picking up fast food is easier than eating a healthy diet; staying broke is easier than becoming financially independent. They are able to help others visualize goals and make them feel they can attain those goals. Do you want to know exactly what greatness lies within you? [Floyd Allport, Social Psychology (New York: Houghton-Mifflin, 1999).] Charisma, like leadership, is a function of one's position. Increase your rate when you want to create excitement and energy. How do you unlearn a longtime fear, an experience in the past that holds you hostage? 0 1 2 3 4 5 6 7 8 9 10 Poor Weak Average Strong Perfect s CHAPTER 25 CREDIBILITY: REALITY VERSUS PERCEPTION One can stand as the greatest orator the world has known, possess the quickest mind, employ the cleverest psychology and have mastered all the technical devices of argument, but if one is not credible one might just as well preach to the pelicans. It is a compass that will guide your thoughts and your feelings based on integrity. s Find people in history you admire, and determine whether their values are your values. s Ask a thought-provoking question. The word "charisma" came up the most to describe this skill. The desire to overcome your fear needs to be bigger than the fear itself. Conger and R. EXAMPLE A great example of integrity is Mitt Romney. Most people you meet suffer in the self-confidence arena, but your high confidence will make up for their shortfall. For the solution. 171 172 S U B C O N S C I O U S T R I G G E R S : IT JUST FEELS RIGHT — OR WRONG s High foreheads increase the perception of intelligence. When we pay attention to our instincts, we have the ability to read people from facial expressions, gestures, or tone of voice. Good manners also enhance team performance, in listening and responding to customers, and in managing a richly diverse workforce. CHARISMA KEY Find your passion. They created GOODWILL: CHARITY AND COMPASSION 137 the series of books that has sold over 100 million copies around the world. All human beings yearn for direction and guidance. K. How can you help your people skills be genuine? Many people don't care how they dress or look, and their disregard shows; many care too much and that overconcern also shows. 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