



**ART OF COACHING PODCAST™ EPISODE 186  
DR. VANESSA BOHNS: YOU HAVE MORE INFLUENCE THAN YOU THINK**

If you were in the situations Vanessa describes from her research studies (asked to write in a library book or lend a stranger your phone) what do you think you'd do? Describe how you'd feel as both the asker and the person being asked.

How do you currently take stock of your influence over people (if at all)? In other words, how do you know if you're being effective or persuasive?

Are you shy or hesitant to make “the ask”? Why or why not? What experiences have you had that inform that rationale or feeling toward asking for something?



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**Describe a time that someone's body language or facial expressions influenced your perception in some way. What made that so influential?**

**How (if at all) do you change your language to be more persuasive or influential in an email versus asking for something in person?**

**Do you agree with Vanessa that we underestimate our ability to influence and ability to communicate or do you agree with Brett that we tend to overestimate our skill in influence and communication?**



## Art of Coaching Podcast™

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### ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



**Art of Coaching Podcast™**  
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