



ART OF COACHING PODCAST™ EPISODE 343:
THE POWER OF INDIRECT INFLUENCE: STRATEGIES FOR CONVINCING STUBBORN PEOPLE

Is there someone in your life with whom you have a disagreement or are at an impasse on a particular issue? Describe the person and the situation where you've struggled to make progress.

Now provide some context to the situation. What are the drives of the other person? What are the power dynamics between the two of you? Do you have any blindspots that might be causing you to overlook an important detail?

What influence tactics have you used to win this person over? After stepping back and analyzing the power dynamics, do you think those tactics were the best approach? If you could do it differently, what would you change?



How could you use coalition-building as an indirect influence strategy to harness the power of social proof? Is there a trusted person within their sphere of influence you could persuade to help them become more open to your ideas?

Have you ever helped them or done favors that could invoke reciprocity and serve as a way in? What steps can you take to position them so they start to see the idea as their own?

Think about a time when you were initially hesitant to accept a concept but eventually came around. Do an honest assessment: what caused you to change your course of action? Which tactics worked on you, and could you use a similar approach in your current situation?



Art of Coaching Podcast™

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™
info@artofcoaching.com



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