



ART OF COACHING PODCAST™ EPISODE 345:
IN CASE YOU MISSED IT E202 REPLAY: WHY FACTS AND LOGIC DON'T CHANGE OUR MINDS

Ethos (status or authority), pathos (emotion) and logos (logic) are commonly used persuasive appeals. What does the often forgotten appeal "kairos" mean, and how does that affect someone's ability to be persuaded?

What's an instance in which logic or rational persuasion hasn't worked on you?

In your own words, why doesn't logic alone successfully change someone's behavior?



Name the other influence tactics mentioned toward the end of the episode and what they look like in practice or how you'd use them:

What are tactics you commonly use? Which are most effective on you?



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.



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