Persuading and Influencing Others Knowledge Course

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Assumptions: Communication Behaviors

Reframe Difficult Situations

Chapter Three:
Recognizing Communication Styles

Communication Styles

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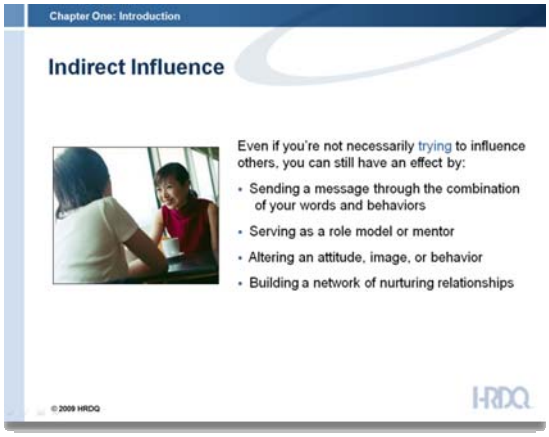

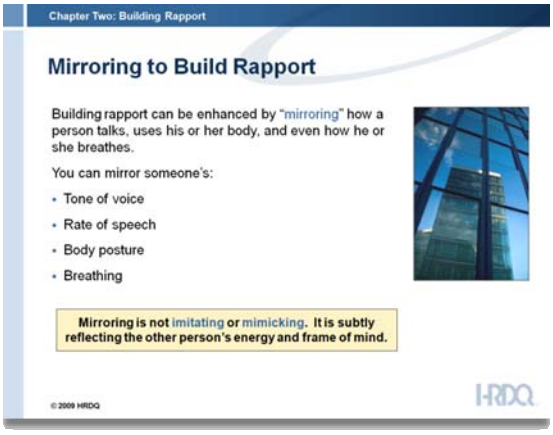

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-- Continued --

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Messages: “Commanding” Communicators

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Messages: “Computing” Communicators

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Messages: “Connecting” Communicators

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Likeability

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How to Phrase a Request

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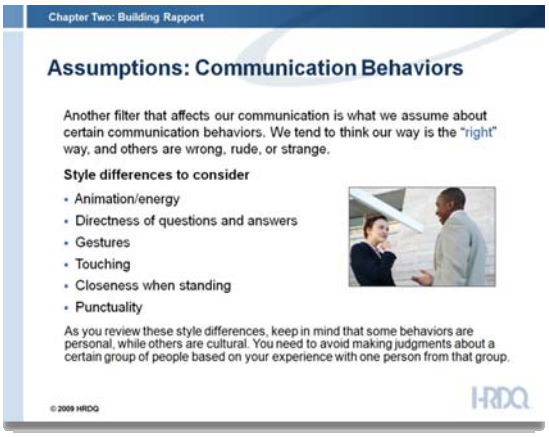

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