

Elements of Persuasion - Keys to Influential Success

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The elements of persuasion are important to effectively deliver your point and allow others to accept it. There are a few guidelines to follow if you want to keep communication as smooth and influential as possible.

You will find that some people are harder to convince compared to others and a number require a hint or more of expertise from you. Using the elements of persuasion the right way can significantly help you in dealing with all types of people.

Body Language

Body language is one of the vital elements of persuasion. Using the right gestures is indispensable if you want to create a strong impression. Some people relate positively to actions, and your body language should specifically coincide with the words coming out of your mouth.

Show confidence by the way you stand. Make hand movements or gestures as necessary, but avoid overdoing it. Your facial expression is very important, as well, so people will know the exact feeling you're trying to convey. Your body should be persuasive through strong and bold motions. You may have to practice in front of a mirror to improve your form.

Communication Skills

One of the best elements of persuasion you can have as an individual is having good communication skills. Consider the fact that a lot of people, if not the majority, will also try to refute your statements. There will definitely be individuals who initially cannot accept or understand your view, which explains why you need to learn how to respond appropriately.

Listen to what they need and want, and then respond. You also have to find the right words and arrange them properly to best suit the situation. There are communication strategies you can use, like rephrasing, asking questions, focusing, and many more. These will greatly improve the message channel so that ideas and views remain constructive and positive.

Adjusting for Others

If you want to persuade others, you need to speak their language and adapt to a situation that they are most comfortable with. Let others feel that they are in control of themselves, their thoughts, and actions. You need to interact according to how they like it. Flexibility and open-mindedness are important, but be sure to stick to your main goal of influence. The two other elements of persuasion mentioned above can effectively follow once you've set the right mood and environment.