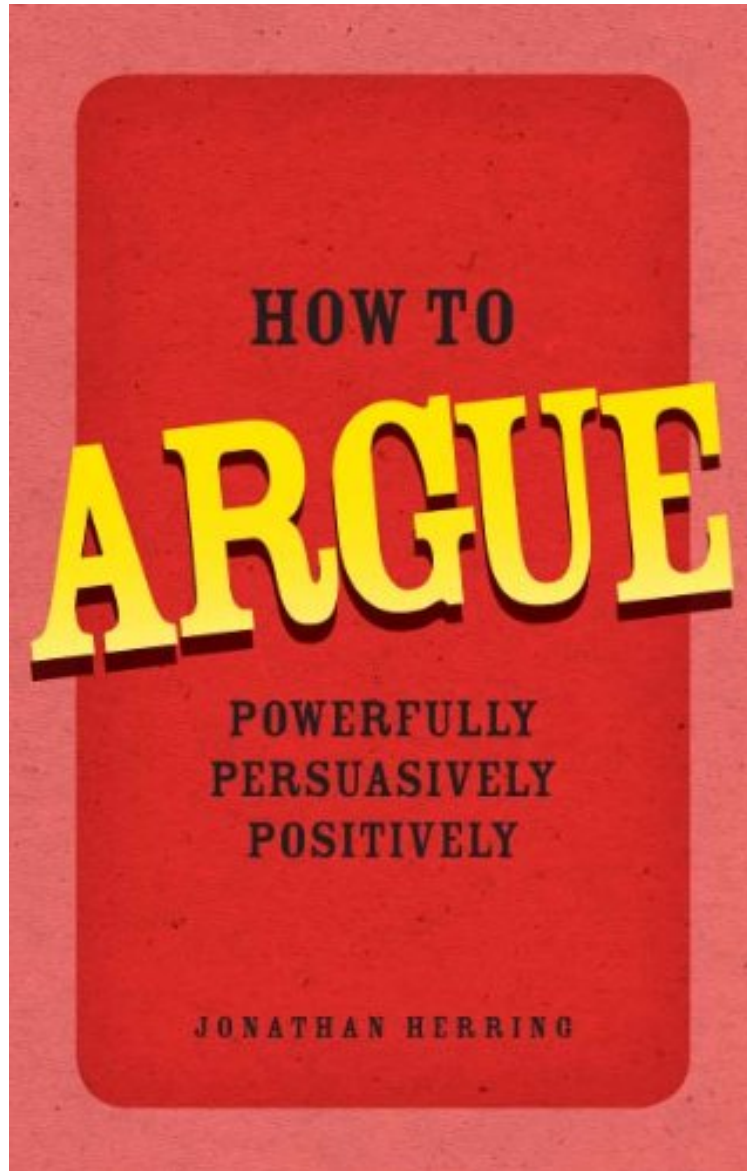


(Ebook pdf) How to Argue: Powerfully, Persuasively, Positively

How to Argue: Powerfully, Persuasively, Positively

Jonathan Herring

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Jonathan Herring : How to Argue: Powerfully, Persuasively, Positively before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Argue: Powerfully, Persuasively, Positively:

6 of 7 people found the following review helpful. Simple Argue Tricks to WinBy Jackie PaulsonMy summary of this book, which includes way more than what I write, worth every penny!Ten rules of argumentsBe prepared for an argument is key to success:What do you want to do?What do you want?Pay raise: arrange meetingIs there a promotion you can apply for?Increased training to do?Offer extra for company>?Think through options before hand.You will

lose pay raise argument if you don't know that similar workers in your company in other companies are earning. Premise Supporting facts reasons Conclusion Repeat Summary Remember you don't have to argue about everything you disagree with. ask you if this is the right, TIME, PLACE or person If not walk away. Keep it simple and attractive, spend time of how you want to present arguments. Address in your favor of your case and against it. Listen: you will only persuade someone of something if you address the concerns they have. In terms that the other person will find convincing keep quiet, and listen. TIP: you want to talk with not talk at the other person. no interruptions... let other person talk Three ways to respond to argument: Challenge facts Challenge conclusions Accept the point they have made, but argue that there are other points that outweigh what has been said. Accept their challenges and conclusions, but find points that outweigh the argument and make your Conclusion attractive. By presenting other ways of looking at the situation, or bringing in other material that might not have been considered, you can get the argument to go your way. Think outside the box, and don't limit yourself to a prescribed way of looking at a situation. Remember that to counter any argument you can challenge the facts, challenge the conclusions, or find points that outweigh the conclusion. You now learned the pitfall tricks of the trade, so work through each in a practice scenario so that you learn to recognize it when it is used against you. copy; 2012 Jackie Paulson 1 of 1 people found the following review helpful. Lot of things we know but reading this book reinforces and prepares our mind. It is very good book. By ASC FROM TX IT IS AN EXCELLENT BOOK. I GIVE 5 STARS, BECAUSE MOST OF THE MATERIALS WE KNOW, STILL WE GET INTO THE SAME GROOVE WHEN WE GET IN THE ARGUMENTS. BEST THING, IS JUST PRACTICE TO REMEMBER THE POINTS WHEN WE ARE IN THE SITUATION. WE WILL STILL FALL IN THE SAME PITFALLS. YET WE CAN SEE THE IMPROVEMENT IN OURSELVES LITTLE AT A TIME. I WILL RECOMMEND THIS BOOK TO THE PEOPLE WHO GET TOO EXCITED AND GET INTO THE ARGUMENTS OFTEN. ALSO THE PEOPLE WHO THINK- HA... WE CAN NOT ARGUE WITH THIS PERSON. THE VOICE OF THE READER (AUDIO) NEEDS TO BE IMPROVE. SPEAKS VERY CLEARLY, BUT SOME TIMES, DOES NOT STOP ENOUGH, WHEN THE PARAGRAPH OR WHEN THE PERSON CHANGES. THIS BOOK IS ALREADY HELPING ME TO KNOW WHEN THERE IS NO NEED TO MAKE MY POINT. IF I MAKE MY POINT, WHICH TECHNIQUE I SHOULD USE, AND STAY CALM. I AM GETTING THERE LITTLE BY LITTLE. 0 of 0 people found the following review helpful. provides useful strategies for dealing with conflict By Bookish This book is well-written and gave me useful strategies for dealing with conflict. Arguing is not typically a shouting match scenario. It may be more appropriately thought of as discussing opposing viewpoints and often trying to persuade someone to see your point of view. The author discusses the best ways to argue, flaws in arguments, arguments in various settings (with spouse, child, work, complaining to a business, etc), what to avoid when arguing, and more. Some of the information is obvious, but overall, I didn't feel like it was just a rehash of things I'd read before. I recommend this book for anyone interested in conflict resolution and/or persuading someone to consider your perspective.

Written by a leading lawyer with first-hand experience of some of the toughest arguments, *How to Argue* is a fun, entertaining and no-holds-barred guide to everything you need to know about arguing. We all do it every day; arguing is part of life. We can do it unknowingly, sometimes subtly and sometimes very explosively, but however we do it, most of us know that we argue badly. Imagine being able to face any argument free of the fear, confusion and intimidation that your opponent is probably experiencing. Imagine knowing that, win or lose, your argument has been made convincingly, confidently and without losing your temper. In *How To Argue* you'll learn all the golden rules of successful arguing and explore many of the situations in life and work where arguments are most likely to happen. This is the definitive guide to how to argue persuasively, positively and powerfully - in any situation.

From the Back Cover The ability to persuade, influence, and convince is a vital skill for success in work and life. However, most of us have little idea how to argue well. Indeed, arguing is still seen by many as something to be avoided at all costs, and mostly it's done really badly--or not at all. Yet it's possibly the most powerful and yet most neglected asset you could have. Imagine being able to face any argument free of the fear, confusion, and intimidation that your opponent is probably experiencing. Imagine knowing that, win or lose, your argument has been made convincingly, confidently, and without losing your temper. In *How to Argue* you'll learn all the golden rules of successful arguing and explore many of the situations in life and work where arguments are most likely to happen. Discover the art of arguing powerfully, persuasively, and positively, and you'll have a head start every time you want to Get your point across effectively Persuade other people to your way of thinking Keep your cool in a heated situation Win people over Get what you want Tackle a difficult person or topic Be convincing and articulate Have great confidence when you speak About the Author Jonathan Herring understands the components of a good argument. He is a lawyer and eminent legal academic (at Exeter College of Oxford) and has written over twenty books, including best-selling textbooks on criminal law, family law, and medical law and ethics.