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persuade. Part I: Description of Your
Proposal and Its Benefits What is the
idea or proposition that you plan to

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communicate to your audience?

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Worksheet ...**

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persuasion—changing others' attitudes,
opinions, or behavior—can take place in

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a single meeting or through a series of meetings or discussions. Persuasion is about making a rational. Page 2/10.

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Recently, she read an interesting article

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about a new onsite child care program that many other companies like hers are implementing. Margaret believes this program would save the company money and generate more choices for employees, and she'd like to convince her supervisor and other key players in the company of the program's value.

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**Managementor Topic: Persuading
Others**

are embracing the 70:20:10 Framework, the Harvard Managementor® Content Map can assist you in bringing Harvard Managementor® content and features to life in the context of your organisation's need. • Alignment of topics and content with ... Persuading Others — ...

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Harvard ManageMentor Content Map

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most trusted online resource for
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oriented information on 44 key

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management topics, developed under the guidance of world-renowned experts, practitioners, and business leaders.

Harvard Managementor Difficult Interactions Answers

Key Idea The most logical argument won't persuade people unless you've also connected with them on an

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emotional level. In fact, emotions play an even more powerful role in human decision making than facts, numbers, and a rational assessment of a proposal's benefits.

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