How To Use Words To Get Anything You Want

Words are extremely powerful. That's why choosing what you say could mean the difference between getting what you want or failing miserably in your pursuits.

Using an effective technique called re-framing, you can change the way something is perceived, thereby influencing the results.

So how do you do that? Simple, change “negative” words into “positive” words. People generally respond better to anything with positive connotations.

Don't tell your co-workers there are problems with the project. Say, "We have a challenging situation at hand." You can even add that this presents opportunities for learning and growth.

By re-framing negative words as positive, you'll turn depressing problems into exciting challenges!

Don't say, "Learning how to budget can keep you out of debt." Instead, tell them, "Learning how to budget can give you more fulfillment and peace of mind." Now they have something great to look forward to.

Don't say, “You're always late for work and you never finish your task on time!” Instead, say, “You're often late for work and you seldom finish the task on time. Is something bothering you?”

The words “always” and “never” are often harsh and exaggerated; “often” and “seldom” are more subtle and do not convey that he is doing the irresponsible act all the time.

Don't say, "You should have given him a chance." Instead, say, "You could have given him a chance." “Could have” implies that he had a choice, which could then serve as a moral to make better decisions in the future. On the other hand, "should have" attacks the ego and sounds like a forced thing to do.

How To Use Words To Convey Benefits

If you want to persuade people with words, ask yourself these questions first:

Why should the person do whatever it is you’re asking them to do? What are the consequences should they not follow your lead?

Never mind if the person already has an objection (ex: I don’t want to exercise; it’s simply too hot to do anything), you can always reframe it once you have readily thought of all the benefits.

Tell the person that you agree it's a little hot out there, but that just means you can sweat more, which is ultimately what you want to happen when you exercise.

How To Use Words To Turn Your Weaknesses Into Strengths
When asked for your weaknesses during a job interview, your answer shouldn't be about the actual flaws or inabilities. Rather, you should emphasize what you're currently doing to overcome them.

Instead of saying, "I'm very shy and soft spoken," you can say, "I'm currently working on my communication skills."

**How To Use Words To Make People Perform Better in Their Jobs**

If you want people to give their very best in any task, make them believe that they're doing something far greater than the actual task at hand.

For example, don't tell teachers that they are teaching young kids because it's their job. Instead, tell them that they are training and mentoring the future leaders of the world.

Will that make them feel that their work is very valuable? You bet!

Your repairman isn't just repairing, he's saving lives from any possible electrical threats. Make him aware of that.

Your chef isn't just cooking, he's eliminating hunger and satisfying taste buds. Wouldn't that make him feel important? Absolutely!

Treat your "garbage collector" as a "sanitation engineer" and you'll get better service from him. :)

**How To Use Words To Develop A Magnetic Personality**

If you want to develop your charisma, you should also be prepared to give witty comebacks. People are used to “niceties” all the time.

When somebody asks how you are, the automatic answer always seems to be "Fine, thank you." However, if you really want people to remember you, I'm sure you can come up with a better answer than one that has been used a thousand times before.

How about “Awesome!” or “Fabulous!” or “I'm out of my mind, but that's a good thing”.

Another trick to being original is to greet someone in a foreign language. Don't go prattling off in Russian or Chinese throughout the whole conversation!

Just a simple word that means good evening or good morning (depending on the time of day) is enough to make you appear intriguing.

**How To Use Words To Get Agreement**

If you want someone to say "yes" to you, then here's a tip that will come very handy in the future.
When asking someone whether they like your idea or not, always ask, "Good, isn't it?" and then nod your head at them.

The nodding prompts them to say "yes" whether they have made up their minds or not.

At first, nodding might feel a little weird, but other people won't notice it at all unless you point it out to them.

Use this nodding technique and you'll find yourself getting a lot of positive reactions with little effort.