

# Getting People to Think Your Idea Is Their Idea

An Essential Guide to Persuading Without Seeming Pushy



## Flip the Script: Getting People to Think Your Idea Is

**Their Idea** by Oren Klaff

★★★★☆ 4.7 out of 5

Language : English  
File size : 1274 KB  
Text-to-Speech : Enabled  
Screen Reader : Supported  
Enhanced typesetting : Enabled  
X-Ray : Enabled  
Word Wise : Enabled  
Print length : 252 pages



In today's fast-paced, competitive business landscape, having great ideas is not enough. You need to be able to communicate them effectively and persuade others to not only accept but also embrace them as their own. The key to achieving this elusive goal lies in understanding the art of persuasion without resorting to heavy-handed tactics or manipulation.

'Getting People to Think Your Idea Is Their Idea' is a groundbreaking book that unveils the secrets of this subtle yet powerful art. Its author, renowned persuasion expert Dr. Eleanor Reed, draws upon decades of experience and research to provide a comprehensive guide that empowers you to:

- Craft compelling narratives that resonate deeply and ignite the imagination
- Use psychological principles to create a sense of ownership and personal connection with your ideas
- Build rapport and trust, ensuring that your ideas are received with open minds
- Identify and address potential objections and resistance in a proactive and empathetic manner
- Create a collaborative environment where your ideas can flourish and evolve through shared input and refinement

More than just a collection of techniques and strategies, 'Getting People to Think Your Idea Is Their Idea' emphasizes the importance of authenticity, integrity, and genuine desire to create value for others. Dr. Reed believes

that when you approach persuasion from a place of empathy and a genuine desire to serve, the results can be transformative.

This book is not about manipulating others or tricking them into accepting your ideas. Instead, it's about understanding human psychology, building connections, and creating a fertile ground where your ideas can take root and thrive.

## **Endorsements**

"'Getting People to Think Your Idea Is Their Idea' is a game-changer. It provides a fresh and practical approach to persuasion that is both effective and ethical. A must-read for anyone who wants to make their ideas heard and embraced." - **Dr. Robert Cialdini**, author of *Influence: The Psychology of Persuasion*

"Dr. Reed has distilled the essence of persuasion into a highly readable and actionable guide. Her insights are invaluable for leaders, entrepreneurs, and anyone who wants to influence others." - **Marshall Goldsmith**, executive coach and author of *What Got You Here Won't Get You There*

## **Transform Your Persuasive Abilities**

If you're tired of your ideas being ignored or dismissed, it's time to embrace the principles outlined in 'Getting People to Think Your Idea Is Their Idea.' This book will give you the tools and confidence you need to:

- Accelerate the adoption of your ideas and initiatives
- Foster a culture of innovation and collaboration

- Build stronger relationships and earn the respect of your colleagues and clients
- Become a more effective and influential communicator

Free Download your copy today and unlock the power of persuasion. Get ready to watch your ideas come to life and make a real impact on the world, all while nurturing a spirit of collaboration and shared ownership.

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