

## Giving Suggestions and Convincing People

### Warm-up Questions:

- Are you good at convincing people?
- What do you think is the best way to persuade someone?

### Tips on getting your opinion heard at work:

1. **Be a sales person.** Just giving your suggestion is not enough. Make sure to sell your ideas by providing the benefits it will provide
2. **Be humble.** You want to be confident in your ideas and plans, but don't come off as cocky. Do not say your idea is the best and completely dismiss other people's ideas.
3. **Don't take it personally.** If someone disagrees with your suggestion, don't take it personally. Think of it as an opportunity for you to give a better explanation.
4. **Stay positive.** When you are giving new suggestions or ideas, try to use positive words to make your sales pitch.
5. **Be flexible.** Listen to other's opinions and be willing to make a compromise. Be open minded and listen carefully to other suggestions.

### Discussion:

1. How do you feel when your opinion or suggestion gets ignored?
2. Think about a person who you think is good at convincing people. What did they do? What tone of voice did they use? How did they make you feel?
3. Think about a person who you think is terrible at convincing people. What did they do? What tone of voice did they use? How did they make you feel?

### Role - Play:

Write down 3 things that you are stressed with at work.

- 1.
- 2.
- 3.

Ask your partner how to solve the problems you wrote down.