# 5 Habits to Practice to Become More Persuasive

The art of persuasion can be a powerful tool for business owners. It can help you gain more customers, hire better employees, and form new business relationships. Those who are highly persuasive are incredibly likable because they are known to put the needs of others before themselves. When you genuinely try to understand someone else you have a better chance of persuading them. Here are four habits you can adopt to become more persuasive.

## Be Curious

Those who can persuade others are innately curious about the world and those with whom they interact. Learning what others need on an emotional and physical level will help you become more persuasive. Demonstrate genuine interest and try to understand their position, so you can become better equipped to persuade them.

## Listen Effectively

## When you talk to someone, always give them your full attention. Look them in the eye and use their name in the conversation. When you’re attentive, you send the message that the person you are speaking to is valuable and that you care about their opinion. Over time, this will allow you to grow your reputation as a trustworthy person and increase your chances of being highly persuasive.

## Be Honest

## Your power of persuasion and credibility are heavily dependent on your ability, to be honest in every situation. Being dishonest can mislead others and tends to be incredibly destructive. One misrepresentation or intentional lie can permanently damage your professional reputation. Most people appreciate and respect honest feedback, even though it may occasionally hurt.

## Be Confident

Whether you are talking to a client, customer, or colleague, you need to show how much you believe in your business and ideas. To avoid appearing anxious remain calm and keep self-doubt at bay. Always be straightforward and clear when you are speaking. Clearly state your position and use factual information to validate it. If it becomes necessary, feign self-assurance.

## Address Concerns

Your ultimate goal should be to have the other person accept your beliefs and deal with any concerns they might have. When speaking with someone else, be sure to hone in on what matters most to the other person. You always want to share opposing viewpoints and address potential areas of confusion and frustration. If they are hesitant to agree with you, ask them questions to find out why and back up your ideas with credible evidence.

Becoming highly persuasive takes time, but by adopting these five habits, you can reach your goals quicker than you thought possible.