

Influence 'em

By Kriti Bhatia on December 28, 2020

Attributes, **communication**, and **intellect** develop influence.

Attributes

The way you think about things, the way you deal with different circumstances makes the difference.

Are you delivering the values to others?

Are you kind to people?

Do you listen to people by getting into their shoes?

The characteristics, the demeanor you bear play a very significant role because they decide whether you're trustworthy or not.

How to know the attributes possessed by you admired by the people?

You may sit alone for a few minutes regularly to analyze what you do. Think of how people might be perceiving you. There's a takeaway here. Sometimes there's a blind-side that we don't realize. Maybe the way we see ourselves is not the same as people do. It doesn't mean people are right, neither it means you're right. We need to probe into ourselves. We may ask people whom we trust about the qualities they like in us and the qualities they would want us to improve.

Communication

You will be adored and revered by the people if you attain this skill. Tactful communication is an art. Whether you communicate face to face or digitally, you should always take care of diplomacy while forming your sentences. But it doesn't mean you use diplomacy every time you text or meet someone. Consider borrowing someone else's pen for a while. You don't require tact here; asking it with politeness will work best. You may say something like this:-

"Can I please borrow your pen if you don't need it for a while?"

Now consider a situation where a colleague of yours completely disagrees with your idea regarding the project. He is attempting to disparage you. Now, here you require the use of tact while communicating. You may say:-

"I completely understand that my idea will not get appreciated by everyone in this room. I would be glad to listen to all the suggestions. I lend my ear to all the proposals we have here so that we can come up with the best plan for the project."

By making the use of tact, you communicated your idea without making any enemies.

If you instill this skill in you, people will love you and will trust you more.

Intellect

Intellect is thinking about things intelligently. It is the ability to understand things properly and to come up with intelligent solutions. If you're quite good at a subject, people would like to approach you more regarding it. So, obtaining skills in the area you work or enjoy working in will build your influence. If you're the person who thinks of the reason behind certain things and does not believe in some things blindly, you possess an intellect. Thinking about 'why' and 'so what' makes you a person of intellect.