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Pantalon
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Instant Influence by
Michael V. Pantalon,
Ph.D. [One Big Idea]

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Dr. Michael Pantalon

- Psychologist at Yale

Speaker on

Motivation

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you to change your

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shows you how to

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influence yourself
and others. This is.
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tool for business and
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Really interesting
application of
motivational
interviewing

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techniques for everyone. Encouraging behaviour change in the shortest possible time. Doesn't get bogged down in why it works but certainly seems to. Of course you are just increasing motivation to change, it's unfortunately not magic. The change itself might not be

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influence but this helps
kick start the process.

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By talking directly to
the decision-making
part of the brain, the
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can master within
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Step 1- The step is aimed at identifying the reasons for the change. Step 2- This step is aimed at gauging an individual 's desire to transform on a measure of one to ten; where 1 designates a lack of desire to change while 10 shows a complete desire to

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The challenge was that he only had seven minutes to influence the half-inebriated patient. Pantalon tackled this problem by asking the patients six specific questions.

This questions-based

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approach is from his
book, Instant
Influence: How to Get
Anyone to Do
Anything – Fast,
recommended by
Entrepreneur.

This Is a Way to
Influence Someone in
Minutes - Camp
Systems

A guy named Michael
V. Pantalon. He has a

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bunch of credentials like publishing articles in the New England Journal of Medicine and the Journal of the American Medical Association, so I read though...

6 Steps to Get Anyone
(Yourself Included) to
Do Anything
Sleuth of influence

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Polite, great service, is a win-win employment of the law of reciprocity.

The customer appreciates your extra attention, feels good and also feels compelled to come back. Basically, Pantalon says, the best way to get what you want is to give it first.

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(Author), Walter

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conversation with someone, there are four possible outcomes: You have complete success. Your influencee commits to making a change or to taking a step toward positive action. You ' ll follow up by making an action plan (we ' ll discuss that in chapter 9) and by

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continuing to monitor
his progress.

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sound simple, but doing it effectively is NOT simple, at first. The author's true-life examples show you surprising venues where this works, and useful ways to customize it. The phrasing of the questions, the importance of WHY, the need to reflect back your client's

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words in positive
ways--these aren't
intuitive.

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Michael Pantalon.

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Provides a six-step technique to achieve instant influence that can encourage a loved one to engage in healthier habits or convince employees to be more productive. Library descriptions No library descriptions found.

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How to Get Anyone to
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revolutionary new
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scientifically proven
to create instant,
effective, and lasting
change in

anyone—coworkers,
friends, family,
strangers, even
yourself. Use Instant
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your employees to become more productive. Encourage your clients to use more of your products and services.

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This week on Instant Influencer, the artists are challenged to

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create their ultimate
drag transformation.

Winner of RuPaul's

Drag Race Trixie

Mattel joins ...

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fabulous concept and
a fabulous book."

Ken Blanchard,
coauthor of The One

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