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# Instant Persuasion

By Laurie Puhn



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**Instant Persuasion** is a unique communication book that offers a creative way to reduce stress, resolve conflict, and enrich our relationships with family members, friends, and coworkers. Laurie Puhn cleverly translates complex mediation skills into simple, practical communication rules that readers can easily apply to everyday situations in order to instantly persuade others to listen to, cooperate with, respect, and like them. The rules are revealed through real-life anecdotes that show readers how saying the right words at the right time can convince others to give them what they want.

Some **Instant Persuasion** rules are:

- find factual solutions
- be a problem solver
- disagree without being disagreeable
- beware of uncomplimentary compliments
- avoid superficial offers

Puhn presents readers with a script that will allow them to smoothly implement these rules in everyday life and change the way they communicate forever.

**Instant Persuasion** is an amazing tool that has the power to transform friendships, marriages, and careers.



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## Instant Persuasion By Laurie Puhn Bibliography

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## **Editorial Review**

From Publishers Weekly

Good communication skills help create positive interactions with others, says Puhn: "[W]ords instantly create resentment and conflict or support and cooperation," as the author, a lawyer and mediator, has learned from experience. This helpful book encapsulates these simple yet timeless ideas into 35 pairs of "Do" and "Don't" rules, useful in work and in life. A straightforward explanation of the rule - e.g., "avoid superficial offers"; "show you care"; "appreciate criticism" - is followed by illustrative tales of communication gone wrong or exemplars of effective ways to apply the rule. While the structure of the chapters is tedious and predictable, the text flows easily. Puhn clearly identifies "blunders" and "wonders" of communication, which will help those who want to use the book as a reference rather than read it straight through. In truth, several of the guidelines she offers are either common sense or just good manners - e.g., "hold your tongue"; "don't take sides" - but many readers will appreciate this refresher course in how to be polite without being a doormat. For anyone needing a reminder of some essential communication guidelines, this volume is essential.

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### **Review**

*Instant Persuasion* puts values into action. Laurie's message is right on target for success in business and life in general... -- *Greg Carr, former chair of Prodigy Internet, co-founder of the Carr Center for Human Rights Policy at Harvard University*

Her brilliant balance of anecdotes and analysis makes this...book a must for anyone who wants to change minds... -- *Alan Dershowitz, Harvard University Professor of Law, and author of Rights From Wrongs*

If you want to communicate better within your friendships, marriages and careers, this book is a must read. -- *Monsignor Thomas J. Hartman and Rabbi Marc A. Gellman, co-hosts of the television show, The God Squad*

Laurie Puhn's book, *Instant Persuasion*, provides a practical roadmap to successful communications. -- *Robin Wagner, 2002 Figure Skating Coach of the Year*

### **About the Author**

Laurie Puhn, J.D., is a Harvard-educated lawyer and professional mediator. She is the founder and president of the Laurie Puhn Institute, and a dynamic speaker who frequently addresses the academic, medical, legal, business, and personal growth communities.

## **Users Review**

### **From reader reviews:**

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What do you ponder on book? It is just for students because they are still students or that for all people in the world, what best subject for that? Just simply you can be answered for that issue above. Every person has diverse personality and hobby for every other. Don't to be compelled someone or something that they don't would like do that. You must know how great in addition to important the book *Instant Persuasion*. All type of book are you able to see on many solutions. You can look for the internet sources or other social media.

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