




HOW TO WIN AN ARGUMENT STRATEGICALLY

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To win an argument, you need the right Weapon, Technique, Tactic and Strategy:

CALMNESS IS YOUR WEAPON:

Remember, those who can make you angry are in control. By staying focused and having self-control, you can add chances to gain more during a heated argument.

Do your best not to lose your temper. Losing your temper will eventually turn your conversation into shouting – a total waste of time and energy with no constructive result.

Some people might intentionally say things to get under your skin. This is to disarm you, and make you vulnerable. Remember, you don't have to respond to every sentence you hear.

THE TRUTH IS YOUR TECHNIQUE:

The truth can really hurt. Base your argument on 'Facts', NOT on 'Emotions'. The worst action one might take during an argument is making it a conversation based on feelings.

Although time to time showing controlled emotion is important, certainly it is not the ideal technique to succeed in an argument.

Think like an Attorney presenting a case in a court. Would you agree with an Attorney at law, who does not have any facts to present?

TO PROVE YOUR POINT IS YOUR TACTIC:

Remember, the core purpose of an argument is to 'Prove' a point tactfully. If instead of proving your point, you go side-ways, you might end up in a weak position. Know your audience, do your homework, be prepared, review every angle of your argument back and forth, and know it by heart. The best tactic is to stay focused on 'proving the point', but gently and with utmost respect.

ACTIVE LISTENING AND PAINTING A PICTURE ARE YOUR STRATEGIES:

Have you considered why often people yell during arguments? Well, they want you to listen to them. So, to gain a more favorable outcome, be an active listener and give your undivided attention to their argument. By doing so, most likely you will be in control.

Also, paint a picture for them: describe your facts clearly so that they can visualize your argument and connect with it. Those who can visualize factual information, will most likely give you less pain. You will save a lot of energy if your argument is well-painted.

To learn more, consult with:

'Effective Negotiation and Conflict Resolution'

<https://www.amazon.com/EFFECTIVE-NEGOTIATION-CONFLICT-RESOLUTION-Entrepreneurial/dp/177707200X>

Also avail from University of Salford's Library.

