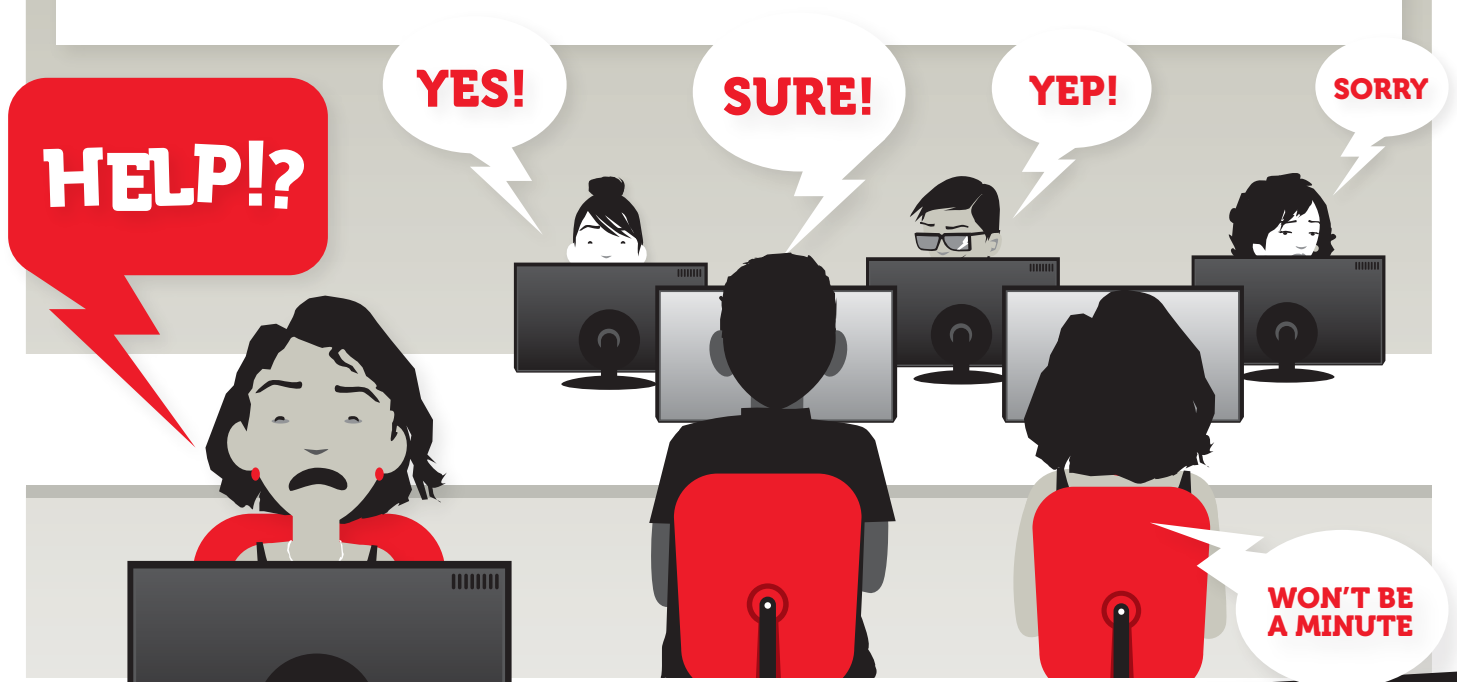


HELPING HANDS

PEOPLE ARE MORE LIKELY TO SAY
YES TO YOU THAN YOU THINK!



TOP TIP

Keep a record of how many times you help others at work. Compare it to how many times you receive help. How balanced is your scorecard? And what could you do to make it more balanced?

Source: F.J. Flynn & Vanessa K. Bohns (2008)



Research shows that people underestimate the likelihood that people will say 'YES' to their requests, by about **50%**.

ASK FOR HELP

- 'Requesters' focus on the economic costs that people will incur if they do say 'yes' to them (such as their time and resources).
- 'Helpers' however are much more likely to focus on the social costs of saying 'no'.
- As a result we underestimate the likelihood that people will say yes to our requests.
- Research shows that asking for help doesn't weaken your power; it actually boosts it.

DON'T JUST ASK FOR HELP. GIVE IT TOO.

- People feel more obliged to give back to people who have given them something first.
- Before trying to influence someone ask yourself "How can I help this person?"