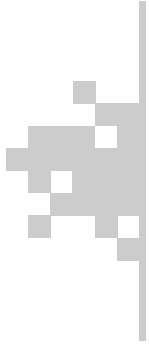


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www.kevinhogan.com/influencebootcamp.htm



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Foundation for Influence: Boot Camp

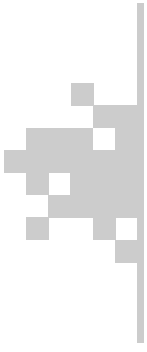
Central Concepts and Key Definitions

1. Oscillation

Define and Describe Oscillation

Discuss Option Attachment

How quickly do people oscillate?



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2. Passive Goal Guidance System

As you attempt to influence others the PGGs will kick in.

How "conscious are people?"

How much time in the course of the day are people "conscious?"

Give an example of a day a person has where they are not conscious.

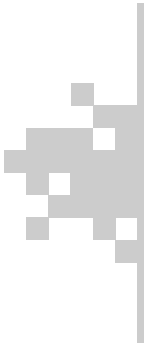
A few people are aware 8 - 10% of the time.

The body brain directs you to the restroom.

Give examples of a "reason" the body brain will get you out of bed for.

Everything the body brain wants, it will _____

After the restroom visit you are directed to the _____



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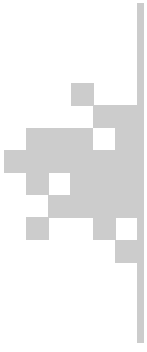
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Does the individual always remember the visit to the

_____?

Kevin gives an example of the coach and client. The client agrees to lose 100 pounds. After a visit to the gym the body brain easily might direct you to

The average resolution on New Years is



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3. Goal Progress

You want your child to read Harry Potter. How is the project evaluated?

When you change the evaluation frame how do you feel?

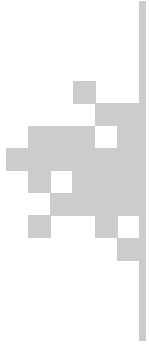
Draw the bar graph Kevin uses as a representation of Goal Progress

When do people fail?

Discuss framing time. Do it now in 90 minutes vs. "by the end of the week."

Using the bar graph where does the body brain tend to accomplish what the conscious mind desires.

Get people to do _____.



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4. S. R. U.

Scenario - Driver cuts you off on the road. What might happen?

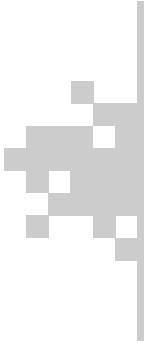
Self Regulation Units measure the amount of self discipline, or more precisely, self discipline you have remaining in the day.

What is the paradox between acting wisely and maturely vs. Self Regulation usage?

Most decisions you ask others to make requires THEM to have _____

You want to be certain to place people in environments where people don't have to use up

As self regulation units disappear the chances of them saying "yes" to you



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Certain times of the day people have more or fewer SRU's.

Describe

Certain times of the week are better than others.

Describe