

How To Deal With Undecisive People

Simply: Decide for them!

Being nice and pleasant is great. But that doesn't mean you have to let control out of your hands.

Especially when the other person's control is uncertain, and undecisive

When some one is undecisive, know that it is because of uncertainty. Uncertainty comes from lack of knowledge. It comes from being unable to see value or importance. It comes from seeing everything equally important, or unimportant. Not being able to differentiate between two things. Blue and red are the same colour and the person likes or hates them equally.

You can see this in work in real life. When a person cant decide to work at X company or Y company.

When a person cant decide whether to go on the shortcut or the regular way.

When a person can't decide their career path.

When a person is stuck between dating person A or B.

This causes confusion, uncertainty, and "thinking" from the prospect's side in a futile attempt to try to get to conclusions (knowledge).

Uncertainty, confusion and thinking causes inaction. Inaction will result in "no-sale". No-sale results in the prospect being serviced and not helped.

So what to do? Decide for them. Take action if they wont. Once you took action and actually serviced them, and they know the benefits and quality of your product/service, then they can decide to continue with you or not. You do more harm in not trying, than trying and maybe failing.

If you don't attempt to solve your prospect's issues, there will be no chance for improvement in the prospect's life.