

How To Predict Potential Reactions

There are two ways you can predict some one's potential reaction when exposed to certain subjects or situations.

1. By asking them.
2. Through experience.

If you ask some one how they feel about a certain subject, you are likely going to get an answer which you can use in predicting their behaviour.

“How do you feel about big businesses?”

Or

“What do you think about paying for luxurious items?”

By asking these questions, you will get a rough idea on the prospect, and the way he answers and what he answers will tell you how he/she will react when you bring up a luxurious item for sale. Or joining up with a big corporation (if you were to be doing recruitment).

The idea is to test the waters with light questions that don't propose anything to the prospect yet. Then you know how to form your question afterwards!

Another way to predict reactions is through experience. This won't come immediately. Prediction through experience is a skill that will evolve for you gradually over time. But when you have it, all you need to do is find the prospect's key personality traits like his behaviour, his background, his style. Then you can compare him/her with another prospect you have dealt with in the past, and you can pretty much accurately use your experience and knowledge of your previous prospect with this one in front of you.