

THE JORDAN HARBINGER SHOW

Worksheet for Chase Hughes | Why Authority Is More Influential than Skill (Episode 102)

While a rebellious John Mellencamp once bragged openly about his Sisyphean conflict with an authority that was always winning, research suggests that most of us are wired to obey those we consider to be authoritative even when doing so goes against everything for which we *think* we stand.

In other words, you can learn and master all the social skills you can fit in your own personal psychological arsenal, but being perceived as an authority figure is ultimately the most powerful force for influence there is. Joining us for [episode 102](#) to explain how we can use this knowledge to our advantage is [The Ellipsis Manual: Analysis and Engineering of Human Behavior](#) author Chase Hughes.

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The Authority Assessment Checklist

Chase packed a lot of great information in this episode. (*Thanks again, Chase!*) One thing we talked about early on was the concept of *activating obedience, or followership*. He detailed five factors from which one's ability to persuade and influence can be measured: confidence, discipline, leadership, gratitude, and enjoyment.

Chase's exercise is to score yourself from one to five in each (five being the best) and see how you rate. However, for today, that doesn't seem as practical as an aspect we discussed that really stuck with me. He says a score of five means that behavior is not just an inspiration to others -- it's actually contagious. So let's look at your...well, virality.

Think about where you are at your best -- with any of the factors listed above or otherwise. Do you feel that any of your behavior is contagious? Is anything you do contagious to others? What about bad stuff? Why do you think this is?

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Stare Into My Brain

Eyes are the gateway to the soul, the old saying goes. But according to Chase, the eyes are just a rest stop on the way to the final destination that is the brain. After all, the result of every interaction we have with another person is chemical. Where are those chemicals created? The brain.

Practice interacting with another person. First, explain to them what you're doing so that you don't turn into Uncle Creepy here. While making eye contact, forget the eyes, and visualize the brain. Picture what positive (or negative) chemicals might be released with every turn in the conversation. Take note of what this experience was like. Did it set you at ease? Was it difficult to do? Did you find a surprise benefit?

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I Mean...You Know...Right?

Filler words: we all use these hedges. While they're appropriate in certain circumstances, they are easy to overuse. By doing so, you may be unintentionally signalling a lack of conviction and certainty.

Record yourself having a conversation. Again, let the other person know. This conversation doesn't have to be anything special -- just a normal chat. When you are done, listen back, and keep track of all of your filler words. Listening back will truly point out the frequency with which you use these words. Do you need to be more careful in your speech with these words?

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Posture and Slowness Reminders

It's no secret that I love systems, so here's an easy one you can use to pace yourself in a way that signifies authority.

In human society as well as the animal kingdom, the ones who regularly move fast are seldom in charge. Quick movements usually indicate to onlookers a desire to escape or ward off predators. Set up periodic reminders on your phone to slow down. Regulate your breathing and move with composure and calmness. The smallest dogs bark the most, so speak softly.

Full show notes and resources for this episode [can be found here](#).

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About



Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these insights into your own life and live what you listen.

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