



It's Graduation Season.

Strategies to Negotiate, Persuade, and Influence Positive Life Decisions for Young Adults

Join us July 14th at 4 PM at our next in person DoJo session.

Summer is an ideal time for parents, guardians, and mentors to reflect on how to guide adolescents and young adults through pivotal life choices. Both face immense pressures—from academic demands to social temptations like drugs and other vices. The goal isn't to dictate but to negotiate, persuade, and influence them toward decisions that foster studying, hard work, and healthy habits.

By attending our in person DoJo, or reviewing the mountain of resources available to our clients, you'll learn strategies and tactics backed by academic research and evidence-based approaches to empower teens while respecting their growing independence.

For more information click [here](#).

Understanding Adolescent Decision-Making

Teens' brains are wired for exploration and reward-seeking, making them susceptible to risks but also receptive to positive influence. The key is shifting from authoritarian control to collaborative guidance, which research shows promotes intrinsic motivation and better choices.

Strategy 1: Foster Autonomy to Boost Motivation for Study and Hard Work

Granting teens controlled freedom—known as autonomy support—encourages them to take ownership of their decisions.

Studies confirm that parental autonomy support positively predicts adolescents' self-control and motivation through need satisfaction.

Strategy 2: Promote a Growth Mindset to Encourage Persistence

Teens often view abilities as fixed, leading to avoidance of effort or quick surrender to vices as escapes. Cultivating a growth mindset—the belief that skills improve with practice—can persuade them to embrace hard work.

Strategy 3: Use Open Dialogues and Evidence-Based Prevention for Avoiding Vices

Persuading teens to steer clear of drugs and vices requires honest, non-judgmental conversations rather than lectures. Discuss real consequences in relatable terms, emphasizing how substances hinder goals they value, like sports or friendships.

Strategy 4: Master Negotiation Techniques for Collaborative Agreements

Negotiation with teens involves active listening and compromise, turning potential conflicts into opportunities for influence. A helpful motto I use is “Is this a mountain I am willing to die on?!”

Strategy 5: Leverage Positive Peer and Adult Influences

Teens are highly influenced by peers, so guide them toward positive groups while modeling good decisions yourself. Encourage involvement in clubs or sports that reward hard work and discourage vices.

Major Takeaways

- **Support Autonomy**
- **Cultivate Growth Mindsets**
- **Engage in Open Talks**
- **Negotiate Collaboratively**
- **Harness Positive Influences**



- **Learn New Information.** This article covered some of the strategies, tactics and operations we teach in person at the [Persuasion Lab™](#) in our bi-monthly live and livestreamed class, the [Negotiation DoJo®](#) for more information click [here](#).

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