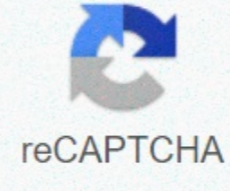




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What is difference between authority and credibility

There is a difference between saving your authority and trust. We tend to be around these two all the time. There are places where we have credibility; where we worked for him and we deserved it. In these places we have a sense of lightness when it comes to it. The body is assumed—not earned. The office assumes that because I have credibility in one area, it gives me a hall to go to all areas. There is arrogance to authority; needs to be recognised. We are all vulnerable in specific areas (i.e. intimate relationships, health, money careers) where we are more prone to struts from our authority. In the field of intimate relationships, I would argue to death to prove the point of firmly convinced that I know what I am saying. When it comes to mixing authority and credibility, time is not always a great teacher in this regard. Someone could spend their entire life in a particular situation and still not learn anything. The office does not have the ability to learn, it only has the ability to dominate. The only way from authority to credibility is through humility—a real understanding that you don't know what you're talking about. Just because you have expertise in one area doesn't give you a global passport in all areas. I recently realised that all too often we are not aware of the difference between authority and credibility. Authority and to anticipate it. Authority can come from promotion, elections, birthrights or by accident. But credibility is well deserved. Then why does it matter? It matters because too often parents think that because they have authority over their children's lives, they also have credibility in their children's eyes. But that's often not the case. You can get your kids to do all kinds of things for no other reason than because you're their parent. But without credibility your children won't take you, or your rules and advice, seriously when they're not watching or when they're grown. This should matter in organisations such as police departments, where authority is assumed, but is almost useless with no credibility. Or in churches where people sometimes try to represent God's authority without building credibility as people who are worth listening to. Hypocrites may have authority, but they will never have credibility. The office data says, Do what I tell you. People with credibility say, Do what I do. You can only have authority if someone else gives it to you. But no one can take your credibility away from you, you will have as long as you are willing to work for it. People are pushed by authority, but they are guided by credibility. If you want to make a difference in the life of your family, your church, or where you work... Build credibility. Return to Wikipedia Article Details: An Opportunity to Rethink Links Between Sources' trust and authority The context of the information source - where it comes from, its audience, format and how it is used - help determines authority, suitability and relevance. Students recognize that credibility may vary depending on the context and need for information. Students understand the importance of critically assessing the credibility of a resource. Students are able to determine how a trusted resource could be used for a particular need. Robert Cialdini in his book Influence - Psychology of Persuasion, credits authority as one of the pillars of influence. He cites a 1963 Milgram experiment where volunteers were more likely to be influenced by an individual who perceived they had authority. The challenge for us is that authority in business is in decline. The days of control and command are long gone and many organisations are completely delaying the corporate hierarchy. Today, in order to unleash our work, we must be able to influence those over whom we have no authority. So if we have less authority, what tools do we need to help us be more influential? The answer is credibility. The Oxford Dictionary defines authority as the power or right to give orders, make decisions and enforce obedience. If you do not work in the army or in a military organization steam, you may have a little trouble trying to assert obedience. Credibility is defined as the quality of trustworthy, compelling or believable, which is something we can earn and not wait for to be lent to us. Here are 5 ways you can increase your credibility in your next presentation. 1. Create your trust Do your homework to your audience. Understand their work and the burning challenges they face. Work on building a relationship as soon as you meet them. Smile, shake hands, ask questions and listen carefully. Share a personal story about your message. A West Virginia University study by Myers and Brann in 2009 demonstrated the benefits of self-publicization in building credibility. 2. Binding in credibility prove that you know what you are saying. Give us examples of your expertise. Tell us the projects you've been working on and the results you've achieved. If you use examples that are relevant to your message and your audience, you will increase your credibility rather than come across as commendable. 3. Make sure your nonverbal characters match your message Now it's time to stand tall, raise your head and look people in the eye. In Western culture, we instinctively don't trust people who don't look at us. We see your tantly hands as a lack of confidence, and the ascendant intonation at the end of a sentence sounds like you don't know what you're talking about. 4. Be authentic Keep it real and accept your humanity and the limitations of your product or idea. Nothing kills credibility faster than when you bluff or promise things that is not delivered. If you don't know the answer, reply with: I don't have that information available to me now, but I can email it to you as soon as I get back to your office it will help maintain your credibility rather than shatter it. 5. Look at the yes section, you will be judged by how you look. Fair? Not. Reality? Yes. Dress appropriately for your position and consider the perception of your audience. So if you're talking about personal fitness, you should look better than me in Lycra. When presenting on board, spend a little more time making sure that you are professionally dressed in clothes that match corporate culture. I once asked an older employee what would happen if he came to the farm wearing his Italian wool suit and silk tie and he replied, Well, you've got to realize that farmers own guns... So... Now it's your turn. What are you going to do to increase your credibility? This post is primarily for authors of practical fiction. However, vulnerability and bringing yourself to the page is an essential tool to connect with readers regardless of your nonfiction genre. In some types of writing, this is optional (if you are writing a historical biography); in others, such as memoir and personal essay, vulnerability is the foundation of the whole thing. For all genres in the inter-conscious business of detecting corruption in the food-industry writers can strengthen their bond with readers by going into the story. Even if you are writing about something completely new to you, show us your way in relation to the topic. Many new authors want to be seen as authorities on their subject because they think it will inspire more readers to buy their books. This is an ego-driven goal; focuses on the needs of the author rather than the reader. If readers don't feel connected to the author, they probably won't resonate with that person's work or share it with their friends and colleagues. The author's reach will be limited. Knowledge is objective. Since enough resources (time, money, access) anyone can achieve. But knowledge alone is not enough to gain credibility with your reader. Readers want to know that you are where they are, and you have it through. They want to know you feel what they're feeling. In short, they need empathy and compassion. Credibility comes from sharing your experience. There's a Buddhist saying: Let this experience serve to awaken compassion. Personal experience means that you have a real understanding of what your reader is going through; it hits the page, whether you want it or not, through various verbal microexpressions. Personal experience is not necessary in every topic of fiction, but it is especially important if you write about challenges in the field of health, emotions or finances. also necessary if you write about spiritual awakening (which sometimes begins as a 'fall away' of everything that is known and comfortable in a person's life). I don't believe in self-help because the phrase means that who we are needs improvement, and I believe we are all, in our essence, whole. The task of life is not to correct some perceived mistakes, but to discover our whole. However, I believe in books that metaphorically walk alongside people and allow them to navigate difficult situations in their lives – situations in which the author has first-hand experience. Ph.D matters if you write about neuroscience or quantum physics. If you write about meditation or mindfulness, formal training in these areas is helpful-to-basic because training teaches you to do those things responsibly in order to account for your own projections and questions. And if you write about coaching or therapy, professional certification lends credibility as well as offers the same benefits. Certification exists for a reason: To protect both the client and the doctor. But authority without personal experience is empty. A brief history of narrative distance in the past, the model of authority was someone who knew everything and passed on his knowledge to others. Top-down information. Hierarchical, patriarchal, us-them. It was a zero-sum game: I have information, and you don't. Apart from those who wrote memoirs, the experts were not the ones who experienced problems or, if they had, did not talk about it publicly. The emotional distance reigned supreme. It was a holdover from the journalistic rule of objectivity: Never insert yourself into a story. But that's not necessarily what resonates with readers. Connecting deeply with readers is about being relatable. It makes sense: If you want to create a relationship, you have to offer something that the reader can relate to. Heart to heart. The whole me. I'm not harping on Ph.Ds, but rather on our cultural obsession with worship at the altar of knowledge at the expense of wisdom. Knowledge is most effectively used when it can support and explain personal experiences. This is quite the opposite of the model that traditional nonfiction writers (myself included) are used to: We collect facts (research) first, then back up with anecdotal evidence. But deeply connect with readers, especially those who are experiencing significant problems, unofficially-experience-is in the first place, backed up data. Experience, not knowledge, is what creates resonance with readers. Resonant storytelling in action: Mindsight Among the academic experts who have branched out into authorship, Daniel J. Siegel, M.D., is one of the best. Mindsight, his landmark book on the use of mindfulness to connect the brain in very specific ways, is a great Siegel rarely uses the word 'mindfulness', sensing (correctly) that it might scare some people off. Yet this book is as non-woo-woo as it gets. Thoroughly grounded in primary and secondary research, full of case studies, dense sensory experience and characterization, it's super-engaging. But here's where it really shines: Siegel shares his own problems-with medical school, as a parent, as a therapist and simply as a human being. He uses his own stumbles as anecdotes to show the reader that he understands what they are experiencing. He walks with us, not dictates to us. In one chapter, we walk through his mistreatment of the conflict between his two young children – and it's as compelling as a short story. He peppers a funny and relatable description of the sibling's rivalry with observations of his subjective physiological experience, as well as neuroscience references. He also presents himself as a relatable Everyday, with a party like: My son was not yet a teenager, so he still listened to me. Siegel in no way attempts to protect (or project) the image. And as readers we like this guy. We could moan at his dad jokes, but we love him, and we trust him. Sharing your own vulnerability expresses empathy. Siegel has tremendous empathy for his readers, and he goes out of his way to make it clear that he's a man just like us. Knowledge is temporary. Wisdom is timeless. Here's the second thing: What we know today is not what we'll know in 20 or 50 or 200 years. Quantum physics may or may not be the answer. There may or may not be a convergence of science and spirituality. There are parts of the human body that serve functions that we don't yet understand. Yet the human experience—that life always presents challenges that we are all burdened with the ego (and, uh, that it's an ego that feels burdened)—can lead to wisdom, and wisdom is timeless. I can't count the number of manuscripts—and even the published books—I read that suggest doing something without showing a) how the author does it, and b) how it looks in practice. To help people overcome fear, for example (or embrace fear, or overcome it), the only most effective way to resonate with readers is to show how you have overcome fear (or embraced it, or exceeded it). To help people learn to observe their thoughts—which I initially found to be about as hard as peeling an onion with a rubber band-show, how you learned what it was like for you, what distracted you then and what distracts you now. From the reader's perspective, the ultimate credibility is whether you lived what you write. If you are writing about using uncertainty or crisis as an educational opportunity, have you really gone through a major crisis or period of uncertainty? If you write about how create money, have you ever experienced not knowing where your next meal comes from, and emerged from it? (And if so, have you taken into account the privileges that you have experienced that might have counted towards it?) If you've survived what you're writing about, you may have authority, but you don't have credibility. You may have multiple doctorates, or you have been teaching meditation for 20 years; maybe you've been to dozens, even hundreds, of retreats, or you could be CEO of half a dozen Fortune 500 companies—but if you've worked through the problems you're writing about and you bring that to the page, your writing will remain theoretical. Photo credit: ©Tim Gouwl/Unsplash This post contains affiliate links. If you buy an item by clicking on a link, I can earn a small commission. Commission.

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