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## Summary: Influence: The Psychology of Persuasion (Paperback)

By Readtrepreneur Publishing

On Demand Publishing, LLC-Create Space, 2017. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Influence: The Psychology of Persuasion by Robert B. Cialdini Book Summary Readtrepreneur(Disclaimer: This is NOT the original book. If you re looking for the original book, search this link //amzn.to/2sC90hf) Do you have difficulty getting people to comply with your requests? Do you wish you had more influence?Congratulations if you are reading this right now. Influence discusses the weapons of influence used by many compliance professionals that never fail to make you say Yes, and explores the science behind persuasion, why humans behave in the way that we do. It will not only teach you how to be a better persuader but also how to defend yourself against the persuasive efforts of others. (Note: This summary is wholly written and published by It is not affiliated with the original author in any way) Our best evidence of what people truly feel and believe comes less from their words than from their deeds - Robert Cialdini Robert Cialdini found himself always saying yes to other people s requests and this led him to research about compliance which ultimately led to the birth...



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### Reviews

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-- Prof. Geraldine Monahan

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-- Estrella Howe DVM

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