The Gauntlet Again

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Outline

- Weapons of Influence Refresher

- The Gauntlet

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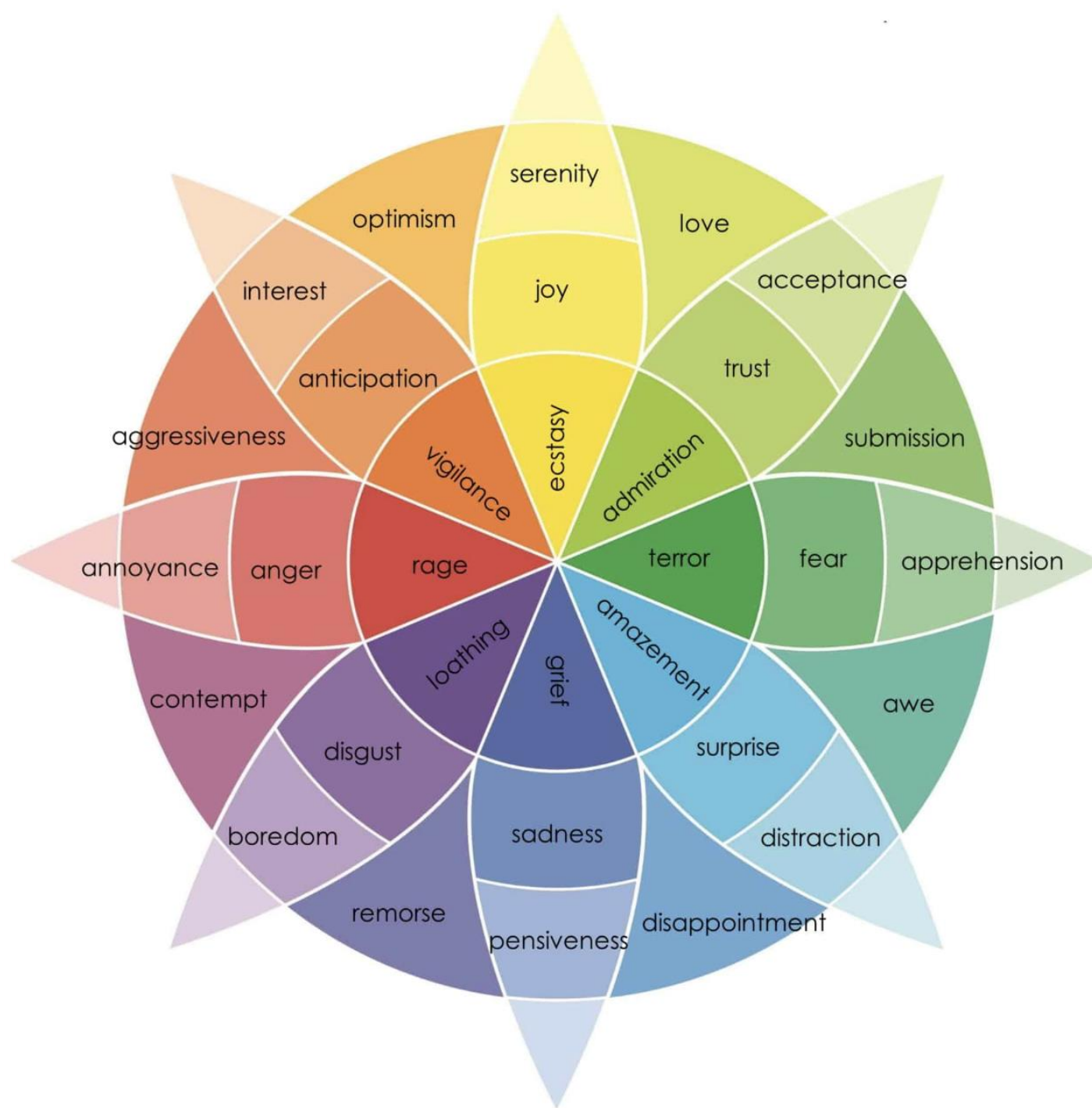
- The Gauntlet

Checklist

- Reciprocity
- Commitment/Consistency
- Social Proof
- Liking
- Authority
- Scarcity

Checklist

- **Reciprocity**
- **Commitment/Consistency**
- **Social Proof**
- **Liking**
- **Authority**
- **Scarcity**

POP QUIZ

PROVIDE EXAMPLES

Plutchik's Wheel of Emotions

- serenity
- optimism
- love
- interest
- acceptance
- joy
- anticipation
- trust
- aggressiveness
- ecstasy
- admiration
- submission
- vigilance
- annoyance
- anger
- rage
- terror
- fear
- apprehension
- amazement
- contempt
- loathing
- grief
- awe
- disgust
- surprise
- boredom
- sadness
- distraction
- remorse
- pensiveness
- disappointment

LEAVES ON A STREAM

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Rules

- You have **five minutes** to present on a technical topic of your choosing

- Following the presentation, I will provide **immediate feedback**

- Listeners will express – *very briefly* – how they **felt** during your presentation

- You will incorporate this feedback into your next presentation

MOST OF THE CLASS GOING FORWARD WILL CONSIST OF PRACTICE

WE MASTER BY DOING