



# *Gauntlet Continued*

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# *Outline*

- Weapons of Influence Refresher
- The Gauntlet

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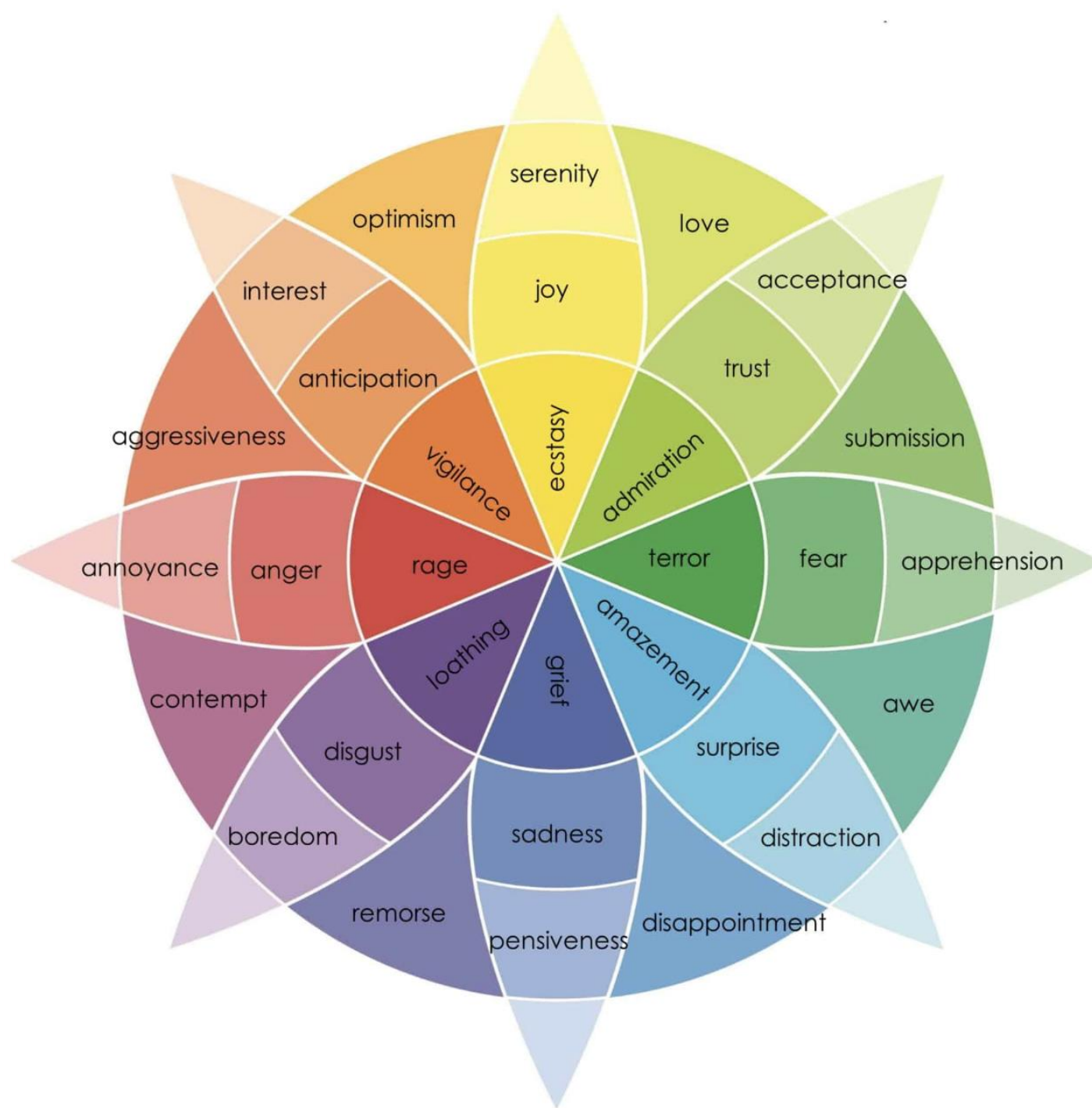
# *Checklist*

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

# *Refined Checklist*

**YOU ARE UNIQUE**

**WHAT PRINCIPLES HAVE YOU LEARNED ABOUT  
YOURSELF?**



**LEAVES ON A STREAM**

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# *Rules*

- You have **five minutes** to present on a technical topic of your choosing
- The topic you choose today will be the topic I will expect to hear going forward, **so choose wisely**
- Today, I would like you to practice pitching to **your peers**
- There will be a Q/A portion as well