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Influence, the Psychology of Persuasion the Revised Edition geschreven door Robert B. Cialdini is een Engelstalig boek geschreven voor Marketing mensen en mensen welke zich tegen deze technieken willen wapenen.

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It has been some time since the first edition of Influence was published. Robert B. Cialdini Ph.D / vii. In the interim, some things have happened that I feel deserve a place in this new edition. First, we now know more about the influence process than before. The study of persuasion, compliance, and change

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Robert B. Cialdini is a well known and influential speaker who gives frequent speeches on The Power of Ethical Influence to such organizations as IBM, the Mayo Clinic, and NATO. He is currently Regents Professor of Psychology at Arizona State University, where he has also been named Graduate Distinguished Research Professor.

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