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Influence: The Psychology of Persuasion by Robert Cialdini Influence is the classic book on persuasion, and explains the psychology of why people say "yes" and how to apply these understandings. Written by Dr. Robert Cialdini, the seminal expert in the rapidly expanding field of influence and persuasion.

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### Pre Suasion A Revolutionary Way to Influence and Persuade

About The Book. The author of the legendary bestseller Influence, social psychologist Robert Cialdini shines a light on effective persuasion and reveals that the secret doesn't lie in the message itself, but in the key moment before that message is delivered.

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The Art and Science of Changing Our Own and Other People s Minds (Harvard Business  
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### **8 Must Read Books on Influence and The People Equation**

When I read the book Influencer (now in its second edition) a few years ago, I became fascinated with the topic. So much so that I did quite a bit of research on influence and even put my own spin on the topic and created an e-book.

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