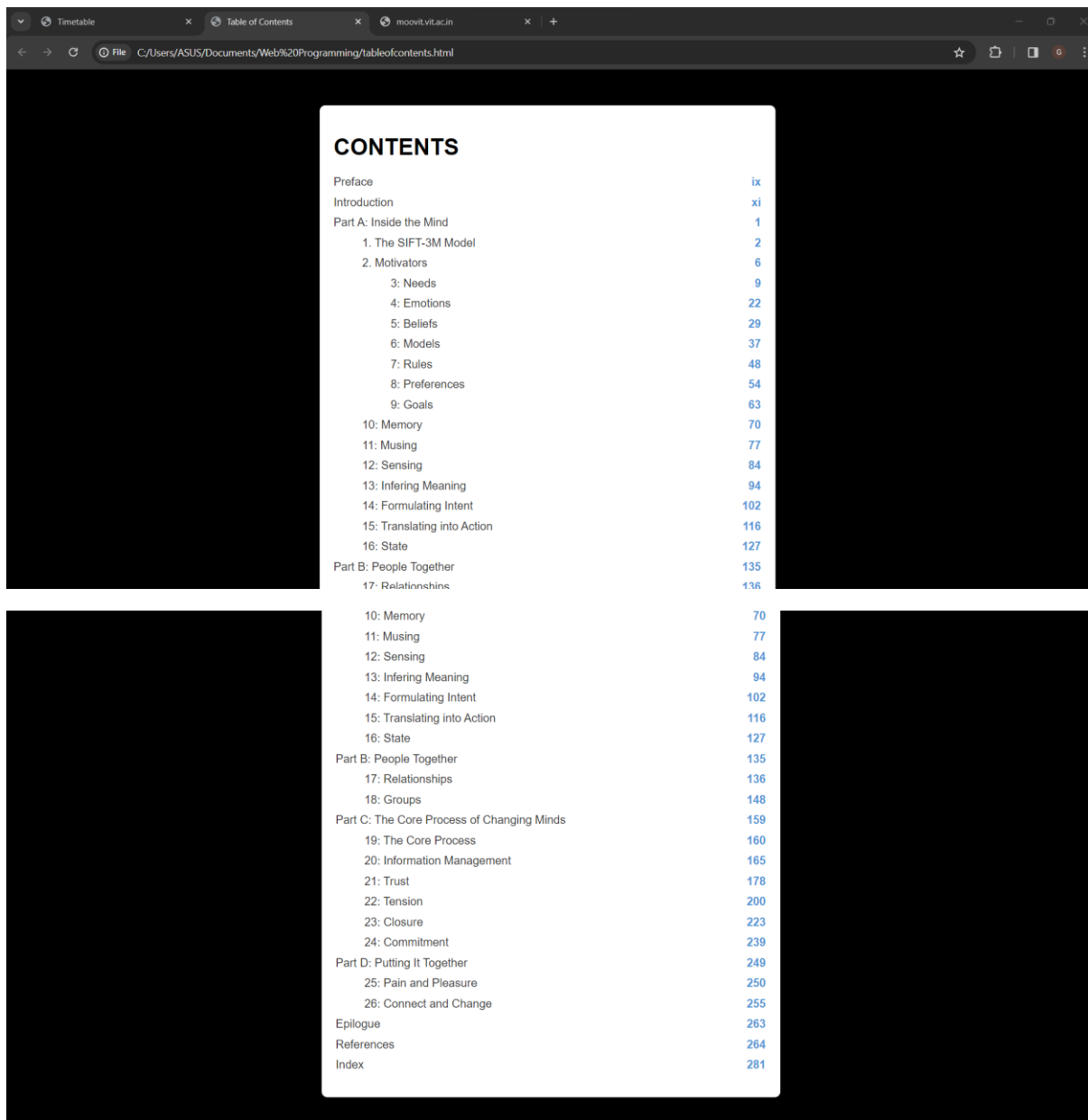


# TABLE OF CONTENTS

## OUTPUT –



CONTENTS	
Preface	ix
Introduction	xi
Part A: Inside the Mind	1
1. The SIFT-3M Model	2
2. Motivators	6
3: Needs	9
4: Emotions	22
5: Beliefs	29
6: Models	37
7: Rules	48
8: Preferences	54
9: Goals	63
10: Memory	70
11: Musing	77
12: Sensing	84
13: Infering Meaning	94
14: Formulating Intent	102
15: Translating into Action	116
16: State	127
Part B: People Together	135
17: Relationships	136
10: Memory	70
11: Musing	77
12: Sensing	84
13: Infering Meaning	94
14: Formulating Intent	102
15: Translating into Action	116
16: State	127
Part B: People Together	135
17: Relationships	136
18: Groups	148
Part C: The Core Process of Changing Minds	159
19: The Core Process	160
20: Information Management	165
21: Trust	178
22: Tension	200
23: Closure	223
24: Commitment	239
Part D: Putting It Together	249
25: Pain and Pleasure	250
26: Connect and Change	255
Epilogue	263
References	264
Index	281

## CODE –

```
tableofcontents.html x Timetable.html
C:\Users\ASUS\Documents\Web Programming > tableofcontents.html > html

30     ol {
31         list-style-type: none;
32         counter-reset: section;
33         padding: 0;
34     }
35
36     li {
37         margin-bottom: 10px;
38         font-size: 16px;
39         display: flex;
40         justify-content: space-between;
41     }
42
43     a {
44         text-decoration: none;
45         color: #333;
46     }
47
48     .page-number {
49         color: #3498db;
50         font-weight: bold;
51     }
52 </style>
53 </head>
54
55 <body>
56
57     <div id="toc-container">
58         <h1>CONTENTS</h1>
```

```
tableofcontents.html x Timetable.html
C:\Users\ASUS\Documents\Web Programming > tableofcontents.html > html

1 <!DOCTYPE html>
2 <html lang="en">
3
4 <head>
5     <title>Table of Contents</title>
6     <style>
7         body {
8             font-family: 'Arial', sans-serif;
9             background-color: black;
10            margin: 0;
11            padding: 0;
12        }
13
14        #toc-container {
15            max-width: 600px;
16            margin: 50px auto;
17            background-color: #fff;
18            padding: 20px;
19            border-radius: 8px;
20            box-shadow: 0 0 10px rgba(0, 0, 0, 0.1);
21        }
22
23        h1 {
24            margin-right: 20px;
25            text-align: left;
26        }
27
28        ol {
```

```
tableofcontents.html X Timetable.html
C: > Users > ASUS > Documents > Web Programming > tableofcontents.html > html
59 <ol>
60 <li><a>Preface</a><span class="page-number">ix</span></li>
61 <li><a>Introduction</a><span class="page-number">xi</span></li>
62 <li><a>Part A: Inside the Mind</a><span class="page-number">1</span></li>
63 <ul>
64 <li><a>1. The SIFT-3M Model</a><span class="page-number">2</span></li>
65 <li><a>2. Motivators</a><span class="page-number">6</span></li>
66 <ul>
67 <li><a>3: Needs</a><span class="page-number">9</span></li>
68 <li><a>4: Emotions</a><span class="page-number">22</span></li>
69 <li><a>5: Beliefs</a><span class="page-number">29</span></li>
70 <li><a>6: Models</a><span class="page-number">37</span></li>
71 <li><a>7: Rules</a><span class="page-number">48</span></li>
72 <li><a>8: Preferences</a><span class="page-number">54</span></li>
73 <li><a>9: Goals</a><span class="page-number">63</span></li>
74 </ul>
75 <li><a>10: Memory</a><span class="page-number">70</span></li>
76 <li><a>11: Musing</a><span class="page-number">77</span></li>
77 <li><a>12: Sensing</a><span class="page-number">84</span></li>
78 <li><a>13: Inferring Meaning</a><span class="page-number">94</span></li>
79 <li><a>14: Formulating Intent</a><span class="page-number">102</span></li>
80 <li><a>15: Translating into Action</a><span class="page-number">116</span></li>
81 <li><a>16: State</a><span class="page-number">127</span></li>
82 </ul>
83 <li><a>Part B: People Together</a><span class="page-number">135</span></li>
84 <ul>
85 <li><a>17: Relationships</a><span class="page-number">136</span></li>
86 <li><a>18: Groups</a><span class="page-number">148</span></li>
87 </ul>
88 <li><a>Part C: The Core Process of Changing Minds</a><span class="page-number">159</span></li>
```

```
tableofcontents.html X Timetable.html
C: > Users > ASUS > Documents > Web Programming > tableofcontents.html > html
89 <ul>
90 <li><a>19: The Core Process</a><span class="page-number">160</span></li>
91 <li><a>20: Information Management</a><span class="page-number">165</span></li>
92 <li><a>21: Trust</a><span class="page-number">178</span></li>
93 <li><a>22: Tension</a><span class="page-number">200</span></li>
94 <li><a>23: Closure</a><span class="page-number">223</span></li>
95 <li><a>24: Commitment</a><span class="page-number">239</span></li>
96 </ul>
97 <li><a>Part D: Putting It Together</a><span class="page-number">249</span></li>
98 <ul>
99 <li><a>25: Pain and Pleasure</a><span class="page-number">250</span></li>
100 <li><a>26: Connect and Change</a><span class="page-number">255</span></li>
101 </ul>
102 <li><a>Epilogue</a><span class="page-number">263</span></li>
103 <li><a>References</a><span class="page-number">264</span></li>
104 <li><a>Index</a><span class="page-number">281</span></li>
105 </ol>
106 </div>
107 </body>
108 </html>
```