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The Art Of Persuasion Winning

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The Art of Persuasion: Winning Without Intimidation: Bob ...

The Art of Persuasion: Winning Without Intimidation. One trait that stands above all the rest is their ability to win people over to their way of thinking—they were all persuasive. Each of these life winners had a burning desire, coupled with great creativity, and a total, unshakable belief in their mission or cause.

The Art of Persuasion: Winning Without Intimidation by Bob ...

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the necessary art of persuasion Jay A. Conger is a professor of organizational behavior at the University of Southern California's Marshall School of Business in Los Angeles, where he directs the Leadership Institute. He is the author of Winning 'Em Over: A New Model for Managing in the Age of Persuasion (Simon & Schuster, 1998).

The Necessary Art of Persuasion - kpcolorado.net

The Art (and Science) of Persuasion Liking – We say ‘yes’ to people we like. The more we like them, the more we want to say ‘yes.’ Social Proof – We look to what others do to guide our behavior Reciprocity – We feel obligated to return favors performed for us Commitment and Consistency – We want to act consistently with our stated commitments and values

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