

## Influence: Science and Practice (Paperback)

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## Reviews

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## INFLUENCE: SCIENCE AND PRACTICE (PAPERBACK)



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Pearson Education (US), United States, 2008. Paperback. Condition: New. 5th edition. Language: English . This book usually ship within 10-15 business days and we will endeavor to dispatch orders quicker than this where possible. Brand New Book. Influence: Science and Practiceis an examination of the psychology of compliance (i.e. uncovering which factors cause a person to say yes to another s request). Written in a narrative style combined with scholarly research, Cialdini combines evidence from experimental work with the techniques and strategies he gathered while working as a salesperson, fundraiser, advertiser, and in other positions inside organizations that commonly use compliance tactics to get us to say yes. Widely used in classes, as well as sold to people operating successfully in the business world, the eagerly awaited revision of Influence reminds the reader of the power of persuasion. Cialdini organizes compliance techniques into six categories based on psychological principles that direct human behavior: reciprocation, consistency, social proof, liking, authority, and scarcity.

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