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Influence: Science and Practice (ISBN 0-321-18895-0) is a psychology book examining the key ways people can be influenced by "Compliance Professionals". The book's author is Robert B. Cialdini, Professor of Psychology at Arizona State University.

Influence: Science and Practice -
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Influence: Science and Practice is 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,

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Influence: Science and Practice, The Graphic Edition by Robert B. Cialdini
This is a very interesting, little book which I have received from The Economist. Once in a while I take one of their surveys and I receive a book as a gift. This is the theory, in practice I do not always get the book and I wrote to them about it.

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The “ Influence: Science and Practice (5th Edition) ” is a well-researched, informative guide to techniques of influence. Robert B. Cialdini is the author of this book.

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Cialdini, Influence: Science and Practice, 5th Edition ...

If you want to prevent yourself from being exploited by the weapons of influence, Influence: Science and Practice is a must. There are a lot of examples in each chapter that you can relate with things in your life.

Review: Influence – Science and Practice – Life Optimizer

Dr. Robert Cialdini is the seminal expert in the rapidly expanding field of influence and persuasion. His thirty-five years of rigorous, evidence-based

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research along with a three-year program of study on what moves people to change behavior has

Influence: The Psychology of Persuasion by Robert B. Cialdini
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Cialdini Robert B. Year: 2000.

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Dr. Robert Cialdini, a psychology professor at Arizona State University.

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This book provides insights that you can use to make business and personal decisions. If you think you already know everything there is to know about influence, take this test.

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Influence: Science and Practice is an examination of the psychology of compliance (i.e. uncovering which factors cause a person to say "yes" to another's request).

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