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Chapter 1: Weapons of Influence (Page  
1-2) The psychological trick behind  
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Covert Persuasion Tactics, How to  
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6 Phrases That Instantly Persuade People  
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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."

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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. Dr Robert Cialdini has spent his entire career researching the science of influence earning him an international reputation as an expert in the fields of persuasion, compliance, and negotiation.

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**Influence: Science and Practice. 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. The key premise of the book is that in a complex world where people are overloaded with more information than they can deal with, people fall back on a decision making approach based on generalizations.

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written by Lili Fejes-Vékássy & Adrienn  
Ujhelyi. 30.11.2016. Influence: Science  
and Practice (5th ed) review by Jay Wood.  
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says it all. No, not about the popularity  
and prominence of the Influence: Science  
and Practice, but rather about the subtle

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ways in which our attitudes, behaviors, and perceptions of value can be manipulated by people who have knowledge of what Robert Cialdini calls [the weapons of influence].

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Influence: Science and Practice (5th ed) |  
book review ...

5.0 out of 5 stars A nice companion to Dr. Cialdini's other writings. Reviewed in the United States on May 29, 2013. Verified Purchase. Influence - Science and Practice - The Comic, is a nice comic book style presentation of Dr. Cialdini's six main principles of influence and a very good summary of this vital topic.

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TextBook Influence Science And Practice  
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Influence: Science and Practice is designed as a textbook for classroom instruction. So, it has things like chapter summaries and questions that can be assigned as homework. However, the other book Influence: The Psychology of Persuasion, is designed for a more general audience. The content is basically the same, but it omits the classroom ...

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