

# Pre Suasion A Revolutionary Way To Influence And Persuade

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Pre-Suasion- Page 1 PRE-SUASION A Revolutionary Way to Influence and Persuade ROBERT CIALDINI ROBERT CIALDINI is an emeritus professor of psychology and marketing

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Author of Pre-Suasion: A Revolutionary Way to Influence and Persuade CEO of INFLUENCE AT WORK A User's Guide For Pre-Suasion STEPS 1) For each influence appeal, identify the greatest strength of what you are offering in that appeal (eg, quality, price, reliability, novelty, service, rarity, long experience, scientific support, etc)

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