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Channeling Attention for Change. By Robert Cialdini, Ph.D., John Bedford Lloyd (Read by) Simon & Schuster Audio, 9781508223191 Publication Date: September 6, 2016. Other Editions of This Title: Digital Audiobook (9/5/2016) Paperback (6/5/2018) Hardcover (9/6/2016)

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Robert Cialdini's 1984 book Influence: The Psychology of Persuasion has sold over three million copies and has been translated into thirty languages. The book brought science to the art of persuasion, and set out the famed Six Principles of

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Influence: social proof, reciprocation, authority, liking, scarcity and consistency.

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Channeling Attention for Change; By: ... Influence, the classic book on persuasion, explains the psychology of why people say yes - and how to apply these understandings. Dr. Robert Cialdini is the seminal expert in the rapidly expanding field of influence and persuasion. His 35 years of rigorous, evidence-based research, along with a three ...

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