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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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Robert b. cialdini (author of influence) -

About Robert B. Cialdini: Dr. Robert Cialdini has spent his entire career researching the science of Influence: Science and Practice: The Comic by Robert B

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Question: What is your definition of influence? Answer: Influence means change-creating change in some way. Change can be in an attitude; it can be in a perception

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Review: influence science and practice - life

I'm always eager to know how influence works. What are the things that make us say yes? How do we comply with a request? There are two reasons why this topic is

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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

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Theory of influence . Cialdini's theory of influence is based on the principles of reciprocity, commitment and consistency, social proof, authority, liking, and scarcity.

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Authors: Noah J. Goldstein, Steve J. Martin and Robert B. Cialdini. Cialdini, R. B. (2001). Influence: Science and practice (4th ed.). Boston: Allyn & Bacon.

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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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