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The Science of Persuasion -  
Influence: The Psychology of  
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Cialdini, Ph.D. **Influence  
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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  
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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, and in other ...

## **Influence: Science and Practice: International**

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While the book is titled "Influence: Science and Practice", and you can certainly use the information within to do so, the author spends more time discussing how to defend yourself against the tactics salespeople (and others) use to manipulate you, often without your awareness.

### **Influence: Science and Practice: United States Edition . . .**

Influence: Science and Practice. January 1993;  
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**Influence: Science and  
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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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If you want to prevent

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

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**Influence: The Psychology of  
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a very good summary of this  
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Practice by Dr. Robert



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Cialdini, a psychology professor at Arizona State University. 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.

### **Book Review: Influence- Science and Practice - Guy Kawasaki**

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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