



Persuasion And Influence In A Week: How To Persuade In Seven Simple Steps (Paperback)

By Di McLanachan

Hodder Stoughton General Division, United Kingdom, 2014. Paperback. Condition: New. Language: English . Brand New Book. SundayExplore factors that influence, both positively and negatively and discover how influencing is selling MondayUnderstand the power of personality and charisma and ensure you are putting the right message acrossTuesdayUse the Assertiveness Sentence technique to sound more confident in any situationWednesdayDiscover the three elements of communication and how to use them to build rapid, effective rapport with othersThursdayLearn to recognize the internal filters that we all have and utilize them in patterns of persuasionFridayUse NLP models to influence at an unconscious level, including the technique of chunking to gain agreement SaturdayLearn how to use proven persuasion techniques such as emotional triggers , scarcity, the law of reciprocity, the power of three, and the AIDA formula.



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Reviews

Absolutely among the finest book We have at any time read through. We have read through and that i am sure that i will going to read once more again later on. I found out this book from my i and dad suggested this book to find out.

-- **Alford McClure**

I actually started reading this article ebook. It is actually packed with knowledge and wisdom Its been printed in an remarkably simple way and it is only after i finished reading this pdf where in fact modified me, alter the way i believe.

-- **Prof. Uriel Witting**