

**Influence: How And Why People Agree To Things By
Robert B. Cialdini**

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and why people say yes to influence attempts. In his presentation, Dr. Robert B. Cialdini extracts from this formidable body of work the six universal principles

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The Psychology of Persuasion by Robert Cialdini aims to draw attention to various tools that people use to influence others. and agree with.

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Dr. Robert B. Cialdini, President of INFLUENCE AT WORK (IAW), Robert Cialdini, PhD . About Dr. Robert Cialdini:

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