



How to Influence People: The Ultimate Guide to Psychology of Persuasion (Paperback)

By Tom Shepherd

Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. How do politicians influence people with their seemingly natural charisma? How do some salesmen earn 6-figure incomes while others struggle to put food on the table? Why do some people seem so friendly despite being total strangers? Every year, millions are spent by companies and firms all around the world to answer the questions above. You might have the same common thoughts in your everyday life too. How can I be more confident? Am I managing my team members well? How do I sell more products? What if this book could help you in solving all of the problems above? In this book, readers are introduced to proven techniques and habits of highly influential people. Through a series of concise and neatly presented points, readers will be able to digest information in an organized manner which makes applying the information presented in the book even easier. The knowledge contained in this book covers a massive amount of topics ranging from how Obama's speech swayed research participants in making a decision to how talking speed affects an individual's perceived influence....



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Reviews

This type of publication is almost everything and helped me looking forward and much more. I am quite late in start reading this one, but better then never. You wont really feel monotony at whenever you want of your own time (that's what catalogs are for relating to if you ask me).

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