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In fact, the 50 ways (or examples) are real life experiences of how persuasive strategy has been implemented scientifically. As the authors points out that the purpose of the book is to show the underlying psychological processes, therefore, enhancing one's persuasiveness by properly aligning

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one's efforts to influence other people.

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long and are concise in giving you the persuasion tip and how it could be possibly used in a few different situations.

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Cialdini is one of the authors of Yes!: 50 Scientifically Proven Ways to Be

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Yes! NPR coverage of Yes!: 50 Scientifically Proven Ways to Be Persuasive by Noah J. Goldstein, Steve J. Martin, and Robert B. Cialdini. News, author interviews, critics' picks and more.

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