

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



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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. One thing is for sure, no issue will be left untouched. This book serves as a guide for salesmen, managers, public speakers, and more importantly people who aspire to be a better version of themselves. This book gives readers: -Practical tips in influencing people positively -Efficient steps in building self-confidence -Tips in friendly behaviors that will make you a people magnet -Actionable steps in being a better speaker As well as countless other guides that will help in becoming a better you. Finishing this book will leave you with invaluable knowledge in becoming the inspiring and confident person that you...

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