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May 11th, 2018 - It is a fundamental mistake to see the enemy as a set of targets The
enemy in war is a group of people Some of them will have to be killed Others will have
to be captured or driven into hiding'

'Academic References Changing minds and persuasion

May 10th, 2018 - This is the reference page for academic references for persuasion related topics"**Fundamentals of Transaction Program ? Influence Ecology**

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The theory of planned behavior ScienceDirect

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behavior Ajzen 1985 1987 is reviewed and some unresolved issues are discussed In broad terms the theory is found to be well supported by empirical evidence'

'Robert Cialdini Wikipedia

May 9th, 2018 - Education Cialdini received his Bachelor of Science degree from the University of Wisconsin in June 1967 He then went on to Graduate studies in Social Psychology at the University of North Carolina and earned his Ph D in June 1970 and received Postgraduate training in Social Psychology at Columbia University'

'The small BIG by Steve J Martin Noah J Goldstein and

May 8th, 2018 - ?Martin Goldstein and Cialdini?the dream team of persuasion science?have written an utterly compelling and eminently useful book In a series of short crisp chapters they explain the latest research from around the world? and then use that research to offer an array of practical actionable techniques to influence the behavior of'

'Robert Cialdini Ph D

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Leadership Negotiation Communication Harvard Business Review lists Dr Cialdini's research in "Breakthrough Ideas for Today's Business Agenda"

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