

PERSUASION EQUATION



THE SUBTLE SCIENCE OF GETTING YOUR WAY

MARK RODGERS

Foreword by Alan Weiss, author
of *Million Dollar Consulting*

Persuasion Equation The Subtle Science Of Getting Your Way

Dave Lakhani



Persuasion Equation The Subtle Science Of Getting Your Way:

Persuasion Equation Mark Rodgers,2017 R sum In The Persuasion Equation Mark Rodgers shows how people make decisions and reveals how to persuade people to see things your way In this Summary we discuss the salient points of the book based on our interpretation of its contents Persuasion Equation Mark Rodgers,Alan Weiss,2015-05-06 This book reveals what drives decisions and introduces you to the key formula for developing the invaluable attribute of persuasion a powerful combination of factors proven to speed agreement In a nutshell business boils down to whether or not you can persuade others around you Whether it is a customer contractor board of directors or your loyal staff your ability to persuade others toward your point of view is essential to finding success Merging research and real world application discover the surprising reasons people say yes and learn how to Radiate an aura of expertise Win trust and leverage credibility Build a business case that appeals to both heart and mind Adapt for personality gender and generational differences Perfect the five step persuasion process Generate group buy in Whether you re trying to secure a promotion make a sale or rally support for a new idea Persuasion Equation holds the key to unlocking within you the power of persuasion **Grassroots Activism of Ancient China** Hung-yok Ip,2022-02-24 This book examines Mohism as a movement in early China focusing on the Mohists pursuit of power Fashioning themselves as grassroots activists the Mohists hoped to impact the elite by gaining entry in its community and influencing it from within To create a less violent world they deployed strategies of persuasion and negotiation but did not discard counterviolence in their dealings with the ruling class In executing their activism the Mohists produced knowledge that allowed them to hone their nonviolent strategies as well as to mount armed resistance to aggression In addition the Mohists paid significant attention to the issue of personhood constructing a self cultivation tradition unsparing in its demands for overcoming human conditions that would impede their performance as activists This book situates Mohism in the history of nonviolent activism and in that of negotiation and conflict resolution Direct Marketing ,1977 **The British Journal of Photography** ,1995 The Persuasion Equation Modern Psychology Publishing,2017-01-16 Buy the Paperback version of this book and get the Kindle eBook version included for FREE What is the single key ingredient that can mean the difference between closing the sale and hearing your customer say I ll think about it Getting a raise or not getting a raise Making people interested in listening to your ideas or not caring what you have to say You guessed it Persuasion The art and science of persuasion is something that is often overlooked and yet persuasion is a key skill in every job we get every relationship we have and every decision we make We are either in the act of being persuaded or persuading others The average person does not know that they have this skill buried deep inside of them and so many doubt they have the ability to influence others in one way or another With the information provided in this book you will gain the knowledge to unlock your persuasive potential In this book you will learn The brain science that drives persuasion in ourselves and others The 6 step process to overcome any resistance and be persuasive Effective persuasion

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Persuasion Dave Lakhani, 2011-02-23 A step by step guide to changing minds and deeply influencing people in person in print on the air or anyplace else you need to persuade Mike Litman coauthor of *Conversations with Millionaires* Did you know that the outcome of most persuasive events is determined before you ever say a word You may know how to sell but you were probably never taught how to persuade In this book expert Dave Lakhani breaks down the persuasion process into easy to use steps You'll learn not only how to persuade but the biology and psychology behind persuasion This book reveals today's most effective persuasion techniques for business professionals Though the techniques are similar Lakhani draws a hard line between persuasion and manipulation with the primary distinction being intent True persuasion is based in truth honesty inquisitiveness and the ability to tell a powerful story and to meet the expectations of those you're trying to persuade Good persuasion is a practiced art a carefully orchestrated dance between you and the person you are persuading Lakhani teaches you the steps in that delicate dance providing A map for the persuasive process from beginning to end A set of persuasion tools and a blueprint for using them Seventeen specific persuasion tactics designed to instantly persuade *The Persuasion Equation The Six Tenets of Persuasion Steps for becoming a persuasion expert in just thirty days Quick Persuaders tools you'll master and use every day Persuasion uses hard science to support its theories citing the opinions of noted neuroscientists psychologists and influence professionals and features examples of persuasion at work in sales copywriting advertising negotiations and personal interactions It shows you how to persuade your audience in small simple steps that proceed to the desired result Because today's prospects are sophisticated and technologically savvy there's information on tech savvy persuasion methods for use with Web sites in blogs or teleseminars or by podcasting to a targeted audience Learn exactly how to get your message through the electronic clutter facing decision makers today* **New West**, 1981 *Persuasion* Modern Psychology Publishing, 2017-01-25 Bonus Free Workbook Included with Step by Step Guided Exercises Imagine what it would be like to be able to influence people Not just to have them tolerate your ideas but be really moved by them What would it be like if you could easily get people on your side What if you could turn every conflict in your favor and easily get people to agree with you Just think what this would mean for your career your work your relationships How much more successful would you be if you had the power of persuasion Persuasion is not an art it is a science Anyone can learn how to

create massive influence if they understand how to apply the right psychological principles The key comes from learning how to bypass people's mental firewall of resistance and implant ideas in their subconscious mind for the greatest possible impact As with anything knowledge is power If you aren't using these tools to your advantage then people are probably using them on you without you even knowing it The average person does not know that they have this skill buried deep inside of them and so many doubt they have the ability to influence others in one way or another With the information provided in this book you will gain the knowledge to unlock your persuasive potential Stop being manipulated and become a Master of Persuasion This book contains 2 manuscripts to help you unlock your powers of persuasive influence The Persuasion Equation Influence Others With the Science of Persuasive Psychology NLP Persuasive Language Hacks Instant Social Influence With Subliminal Thought Control and Neuro Linguistic Programming In this book you will learn The brain science that drives persuasion in ourselves and others How you can change even the most stubborn person's mind with subliminal thought control The most effective psychological tactics for successful negotiation How to bypass your target's critical factor and implant ideas in their mind covertly How to use the four factors of impulse to get people to respond to you immediately And much much more So what are you waiting for Pick up a copy of Persuasion today and learn the secrets behind persuasion and social influence Click the ADD TO CART button at the top of this page [Persuasion the Art of Influence and Convincing Others](#) Abraham Goleman, 2021-03-08 55% OFF for Bookstores Now Retail Price at 23.95 Instead of 34.95 Explore the hidden secrets of persuasion to influence and convincing others Your Customers Will Never Stop to Use this Awesome Book Are you searching for an all in one guide to show you how to become more persuasive Do you want to take advantage of human psychology to master your emotions become more confident and influence the behavior of others Or do you want to achieve mental mastery and excel in your professional life Far from being a tool of evil the subtle psychological techniques used in dark psychology offer you a powerful way of influencing your life and creating better relationships at work at home in your social life and beyond The ability to persuade others is an essential tool in the arsenal of every top entrepreneur and successful person So how can you take advantage of this often overlooked skill and begin seeing the results for yourself Drawing on a blend of the latest scientific insights into psychology and the tried and tested persuasion advice which has been used for generations this ultimate guide unveils the hidden secrets of dark psychology showing you how you can build your confidence create stronger relationships in your work and personal life and achieve your goals by subtly persuading others Inside you'll discover Exploring the Foundations of Persuasion and Why You Should Know About It Practical Science Backed Ways to Become More Persuasive Breaking Down The 9 Secrets to Stop Being Manipulated How to Influence People And Much More Even if you're brand new to the idea of persuasion and dark psychology these practical lessons will help you master the fundamentals of mental manipulation in a straightforward and highly effective way Regardless of your age background or your goals in life this ultimate guide offers you proven tools which you can use to dramatically influence your career and personal

relationships Ready to discover the secrets of persuasion and Manipulation Buy it NOW and let your customers get addicted to this amazing book The Persuasion Equation Imed El Arbi,2023-11-28 The Persuasion Equation The Secret Formula for Influencing Behavior is a comprehensive guide that delves into the art and science of persuasion This book explores the fundamental principles of persuasion including the power of persuasion the psychology behind it and the ethical considerations involved It also examines the various factors that can affect persuasion such as credibility trust expertise and social proof With practical insights and real life examples this book equips readers with the knowledge and tools to effectively influence behavior and achieve desired outcomes In addition to understanding the principles of persuasion this book emphasizes the importance of building credibility It provides strategies for establishing trust demonstrating expertise utilizing social proof and enhancing likeability By mastering these techniques readers will be able to establish themselves as credible and trustworthy individuals thereby increasing their persuasive power Furthermore The Persuasion Equation emphasizes the significance of understanding the target audience It explores methods for identifying target demographics understanding target psychographics analyzing target needs and desires segmenting the target audience creating buyer personas and adapting to cultural differences By gaining a deep understanding of the target audience readers will be able to tailor their persuasive messages and communication techniques to effectively resonate with their intended recipients Overall The Persuasion Equation The Secret Formula for Influencing Behavior is a valuable resource for anyone seeking to enhance their persuasive abilities Whether you are a marketer salesperson leader or simply someone who wants to improve their communication skills this book provides practical strategies and insights that can be applied in various contexts By mastering the art of persuasion readers will be able to influence behavior achieve their goals and ultimately succeed in their personal and professional endeavors The Subtle Science of Persuasion Hellen M Keller,2023-01-02 In The Subtle Science of Persuasion readers will delve into the complex and multifaceted world of influence and learn about the psychological mechanisms involved in persuasion From the role of cognitive biases and the influence of authority and social norms to the power of emotions and the ethical considerations at play this book covers a range of topics related to persuasion Through engaging examples and research backed insights readers will learn about the various tactics and strategies that persuaders use and how to effectively utilize these techniques themselves They will also learn about the psychological factors that drive persuasion and how to navigate the world of influence with integrity and authenticity Whether you are looking to improve your persuasion skills for business personal relationships or social change The Subtle Science of Persuasion is a valuable resource that will provide you with a deeper understanding of this powerful tool With its comprehensive approach and practical insights this book is essential reading for anyone interested in the psychology of persuasion **The Art of Persuasion** Professional Capability Solutions,2021-12-26 Have you ever wondered how people influence and persuade others to their way of thinking How some people command a room while others struggle just to get attention Is it charisma

Or an intelligence Or are some people born with the knack for winning people over No it is not So what is it Persuasion is an art and a skill all people can use to sell more get paid your worth get a new job or even enhance our relationships Persuasion is about them not you In other words to be persuasive you absolutely must focus on the other person not yourself Evolve your art of persuasion through this book understand how people persuade others use the persuasive checklist and the persuasive argument template as tools to support you to develop the skill in *The Art of Persuasion* Persuasion Robert Austen, Jane Cialdini, 2019-07-02 Unleash The Power Of Psychology Avoid Disagreements And Get What You Want Out Of Life With This Comprehensive Guide To Persuasion And Influence If you've always wanted to learn how to convince other people to see things from your perspective but struggle to get cooperation from them then keep reading Are you frustrated by your inability to communicate with people effectively Are you tired of trying your hand in negotiation whether it's asking someone out for a date or asking your boss for a raise and failing Have you tried advice from psychologists or people on the Internet that has no real world application and fails to live up to their promises Do you finally want to end the pain of missing out on life changing opportunities and experiences because of a lack of being able to get people to see things your way Are you wondering if there is a surefire method to help you get more out of life If you thought yes then you've come to the right place Persuading people doesn't have to be complicated In fact it's much easier than you think and you don't have to believe me An article from the Project Management Institute links 6 simple laws to the whole expertise of persuasion some of which you are going to learn more about in this guide Here's just a tiny fraction of what you'll discover 7 magic persuasion tactics you can use today page 95 The remarkable mindset shift you need to become an amazing persuader and influencer page 27 Expert insights into how the human mind really works and how to use it to get what you want from other people page 32 The subtle secret between influence and persuasion page 68 4 simple ways to master influence and persuasion page 82 The 5 proven principles of persuasion that will help you win over anybody to your side page 85 A startling approach to persuade people without being overt page 96 4 bulletproof methods of persuasion that lead to mastery page 106 and tons more Imagine how your life will change when you're able to get into the heads of people and figure out what to say and do to get them to cooperate with you Imagine being looked at in awe when you handle tense social and professional situations with poise and ease Even if you're the least charismatic person in the room even if you have trouble asking for the smallest of favors from people you're going to learn how to persuade people like a salesman without all the sleaziness And if you have a deep seated desire to become a more charismatic version of yourself scroll up and click add to cart to buy now *Persuasion* Shevron Hirsch, 2020-09-27 How do you convince others How can you become a master of persuasion How do you get your way These three questions are at the heart of this brief book that will reveal many secrets of the persuasion realm many have entered Once you learn to recognize the most important techniques of persuading others you will be able to use them and become better at getting what you want in life The most crucial topics in this book include the 6 best ways to get your way how to use

the heart and not the head persuasion techniques predators use against their victims how to use a good story common logical fallacies tricks to market your brand better and be more convincing and how persuasion is related to law If any of these topics pique your interest then I encourage you to get started with this book *The Subtle Science of Persuasion*, 2008

Irresistible Persuasion Geoffrey Burch, 2010-08-26 Geoff Burch is the master of persuasion Allan Pease International bestselling author of *Why Men Don't Listen and Women Can't Read Maps* This book will change your life Is that persuasive enough Getting what you want isn't easy Why Because most of us have no clear idea what we're looking for a lot of the time The key to being brilliantly persuasive and influential is knowing exactly what you want before you set out to get it *Irresistible Persuasion* presents a process that you can apply to any situation you choose your starting point and your goal then just join the dots It's the only way to make success completely inevitable *Irresistible Persuasion* shows you how to entice people to your point of view how to overcome resistance how a bit of showbiz can go a long way and why you should always consider the other person when you're negotiating It's packed with new persuasion and influencing techniques as well as many powerful traditional methods Geoff Burch is the presenter of BBC TV's *All Over the Shop* When he's helped you decide what you want he'll show you the irresistible way to get it You won't just get more customers you'll get more profitable customers [Persuade](#) Philip Hesketh, 2015-09-24 Learn how to influence others and get your own way more often Wouldn't it be great if you could get the pay rise you've asked for win the business you've pitched for or get that job you so desperately want Well with this book you can learn how to get inside the head of the person making the decision and find out exactly what is it that's going to get them to say yes *Persuade* explains the seven psychological drivers that motivate us all By understanding these drivers and the impact they have on our own lives we can gain valuable insights into how we can motivate ourselves improve our relationships negotiate more effectively get people to like us and ultimately get our own way more often *Persuade* Is written in Philip's trademark humorous yet well researched style Draws from scientific and psychological sources Is delivered in short accessible bite sized chapters **Persuasion Techniques** Craig McSloan, 2020-12-13 Looking For A Way To Achieve The Most Out Of Your Communication Skills And Start Influencing People To Your Advantage Then Follow This Massive Guide To Elevate Your Persuasion Game Beyond The Limits Are you having conversations that are almost about to play out the way you want but in the end they twist their direction at almost 180 degrees and leave you with empty hands Quite a few people are struggling with the same issue In any case something is not right Is it perhaps wrongly chosen words Or maybe too much or too less expressive body language The answer is both It's scientifically proven that verbal your words and non verbal your body communication influence the conversation and define its direction hence its outcome Don't Leave Anything To Chance Master The Persuasion Code And Instantly Start Influencing Communication Towards Your Way By Following The Easy Principles Set In This Powerful Guide By following the methods in This Book you will Learn Killer Persuasion Strategies to immediately close the best deals possible and by deals we are not

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Bruce Hilliard, 2010 The way people persuade or influence others is about to change forever This book moves away from the traditional hit and miss methods of persuasion by applying real science to this fundamental business and life skill From a business perspective the very practical process described in this book allows anyone to rapidly create a truly persuasive message that is very easy to understand and highly influential Because this proven methodology can be used to create very real business success it will become essential reading for leaders managers marketeers and salesmen Additionally the techniques described in this book can be used for almost any endeavour For instance you can apply these easy to use techniques to develop a winning presentation for a multi billion dollar contract or you can use the same types of approach to communicate more effectively with your spouse This is the power of the universal principles described in this book

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