

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

Chao Zhang



Persuasion Equation The Subtle Science Of Getting Your Way:

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 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 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 **New West** ,1981 **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* *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

[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, 2008 *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

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Jeffrey Gitomer's Little Green Book of Getting Your Way Jeffrey Gitomer, 2007-04-14 Jeffrey Gitomer's The Little Green Book of Getting Your Way digs deep into the 95 elements that make persuasion and getting your way happen By breaking down the elements the reader will begin to understand take action become proficient and then master the ability to persuade Because persuasion occurs in so many different areas of life and business Gitomer leads the reader from mental readiness to the principles of getting your way and the power that persuasion offers He challenges the reader to prepare before they present to prepare before they try to persuade He demonstrates how to change a presentation into a performance and shows how this can be done in any environment But because persuasion most often takes place in business he draws special emphasis to the reader's ability to write and sell persuasively The book talks about the persistence that enables winning persuasion He brings the Benjamin Franklin quote If at first you don't succeed try try again to the Gitomer level of You only fail when you decide to quit and the book ends challenging the reader how to think about excellence and eloquence It will be up to the reader to take advantage

of the opportunity and harness the power 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 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 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 explicitly talking sales Understand How To Balance Words and Body Language to effectively move your message across the room Master Dark Psychology Methods to impact the conversation and get what you want out of it don t hate the game it s all psychology Reveal Real Persuasive Tricks and recognize when other people are applying them to you and not fall into the trap Translate The Art Of Persuasion Into Your Relationship to address delicate matters but don t tell your spouse how you talked him her into renovating the house so many other beneficial topics You do not have to be the world s greatest TED Talk person or give influential speeches but Persuasion skills really are a thing They empower you to receive more out of both your personal and professional life Besides

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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

Persuasion Equation The Subtle Science Of Getting Your Way Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Persuasion Equation The Subtle Science Of Getting Your Way**," published by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we shall delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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