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Dr. Robert B. Cialdini, President of INFLUENCE AT WORK (IAW), Robert Cialdini, PhD . About Dr. Robert Cialdini:

The uses (and abuses) of influence - hbr

Robert Cialdini, considered the leading social scientist in the field of influence, was initially drawn to the topic because he saw how easily people could step over

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Why People Remain Stuck. Humility is required to connect with and influence people/children who have little interest in changing. If you can't control

Influence: the psychology of persuasion, revised

explains the psychology of why people say yes and Robert Cialdini is the seminal expert in the rapidly expanding field of influence and persuasion. His

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