



26 Brilliant Ways to Use Psychology in Your Copywriting (With Examples)



Kristen McCormick
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When my cat won't eat the food I've given her, I give her "different food," aka I pick up the dish, transfer said food to a different dish, and set said different dish back down. She then proceeds to gobble up said [same] food.

There's a name for that effect. And it's one of nine psychological phenomenons that I'm going to share with you today, that you can use in your copywriting.

But before I do, I want to make one thing clear: I'm not in the business of tricking or coercing anyone into doing something they shouldn't. That's not effective copywriting.



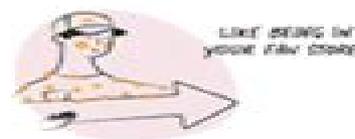
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