

Learning Objectives

Persuasion & Influence FOR DUMMIES

Learning Objectives

- 1. Define persuasion and influence
- 2. Explain the difference between persuasion and influence
- 3. Describe the process of persuasion
- 4. Identify the factors that influence persuasion

Introduction

1.1 The Power of Persuasion



Persuasion And Influence For Dummies

R Barnett



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