

1. Record Nr.	UNICAMPANIAVAN0249255
Autore	Ravin, Norton
Titolo	Persuasion : the psychology of persuasion, influence, and convincing others / Norton Ravin ; Stephen Low
Pubbl/distr/stampa	[s.l.] : A to Z Publishing, 2019
ISBN	978-10-942411-9-7
Descrizione fisica	1 audiolibro (03:53 min.)
Lingua di pubblicazione	Inglese
Formato	Audiolibro
Livello bibliografico	Monografia
Sommario/riassunto	<p>You will be excited to listen to 4 books, which are nicely put together in this bundle of audiobooks:Book 1: Persuasion 1What is persuasion, and how can you apply it? This and many other questions will be answered in this brief guide to learning the basics of persuasion techniques. You will be amazed at the new information and knowledge you'll receive.</p> <p>Book 2: Persuasion 2We are all driven by emotions, desires, and impulses that enter our brains. Methods of persuasion have been used throughout history, some with success and some without. In this audiobook, you'll find new insights of how the psychology of persuading others to do what you want works.</p> <p>Book 3: InfluenceEven if we don't know it or do it on purposes, we are always influencing others. We influence people by the way we dress, look, talk, or behave ourselves on the Internet. In this audiobook, you will find out what it takes to increase the influence you have on others, and to really know what you're doing. Many people don't. They just go through the day without wondering what effect their words and actions have on others.</p> <p>But you won't make that same mistake. Learn the secrets inside.</p> <p>Book 4: Dark PsychologyYou may be wondering why it would be okay to use something called'dark psychology', and if it's not completely evil. Well, in this audiobook, you'll learn that there is much more to it than that. You will see what people are doing each day, consciously and subconsciously, and how to recognize it faster.</p>

