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UNDERSTANDING THE INNER OPERATING MODEL; PERSONALITY THEORIES; Values; Emotional Dispositions; OVERALL CONSIDERATIONS ON THE WAPL MODEL; NOTES; CHAPTER 11 Tailoring Influencing Approaches; CONTEXT; KNOWLEDGE; SKILLS; MIND-SET; Personality Traits; Values; Emotional Disposition; COMBINATIONS AND SALIENCE; NOTES; CHAPTER 12 Inlu-Winning Carl Back; PART Four Inspiring at Scale; CHAPTER 13 Inlu-"We have an offer"; CHAPTER 14 Inspiring at Scale The Influence Model

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