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This program will help executives make better decisions and use their influence wisely Robert Cialdini has had a greater impact on my thinking on this topic

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Robert Cialdini is an internationally respected expert in the fields of persuasion, compliance, and negotiation. His books "Influence: Science and Practice" and

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He is best known for his 1984 book on persuasion and marketing, Influence: The Psychology of Persuasion. Influence: The Psychology of Persuasion,

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