

## HOW TO PERSUADE ANYONE?

1. What would you be able to do if you learned to persuade?

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2. Who uses persuasion techniques?

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3. Where does the 95% of decisions occur?

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4. What is "mirroring" about?

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5. What is "flattery" about?

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6. What should we be careful when "flattering"?

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**7. What is "reciprocity" about?**

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**8. How does "nodding our head" help to persuade?**

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**9. What is "priming" about?**

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**10. How can we "alter the environment"?**

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**11. What is "social proof" about?**

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**12. What is "authority" about?**

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**13. Using any of these techniques try to persuade the class about something.  
Write the idea here.**

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