
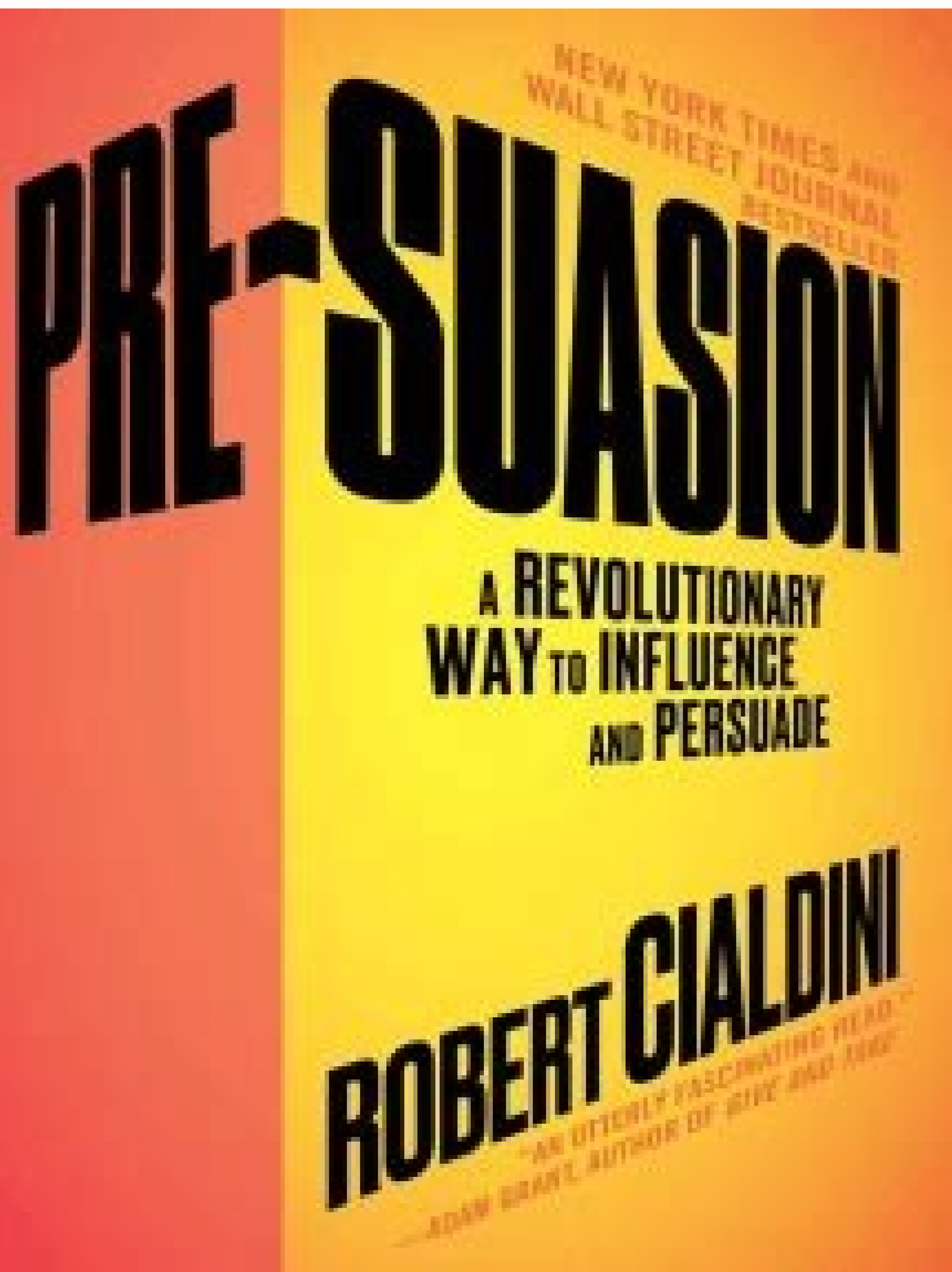


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PRINCIPLES OF ETHICAL INFLUENCE

A Pocket Guide
by Dr Robert Cialdini

Reciprocation — You, then me, then you, then me...

- Be the first to give:
- Service
 - Information
 - Concessions

Scarcity — The rule of the rare.

- Emphasize:
- Genuine Scarcity
 - Unique Features
 - Exclusive Information

Authority — Showing knowing.

- Establish position through:
- Professionalism
 - Industry Knowledge
 - Your credentials
 - Admitting weaknesses first

Consistency — The starting point.

- Start:
- Small and build
 - With existing commitments
 - From public positions
 - Toward voluntary choices

Liking — Making friends to influence people.

- Uncover:
- Similarities
 - Areas for genuine compliments
 - Opportunities for cooperation

Consensus — People proof, people power.

- Unleash people power by showing:
- Responses of many others
 - Others' past successes
 - Testimonials of similar others

The ethical use of influence means: being honest, maintaining integrity, being a detective, not a smuggler or bungler.

For more information regarding influence programs and training, call **INFLUENCE AT WORK 480-967-6070**

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ROBERT CIALDINI

Pre-suasion

Wie Sie bereits vor der Verhandlung gewinnen

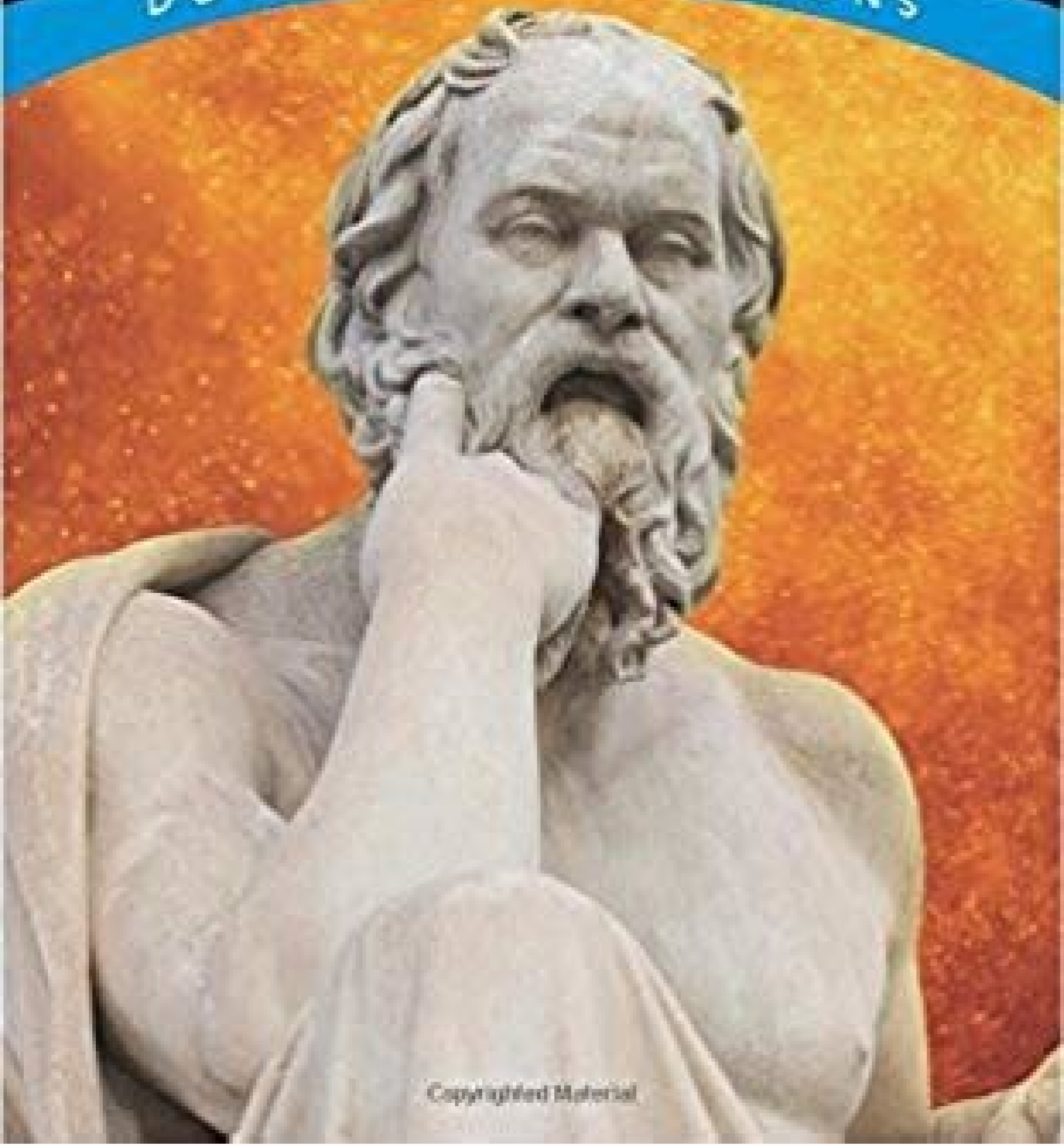
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