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into one readable volume. 50 scientifically proven ways constitute 50 chapters of the book, longest of which take 7 pages. The authors take the position that persuasion is a science, not art, hence with the right approach anybody can become the master in the skill of persuasion.

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In fact, the 50 ways (or examples) are real life experiences of how persuasive strategy has been implemented scientifically. As the authors points out that the purpose of the book is to show the underlying psychological processes, therefore, enhancing one's persuasiveness by

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properly aligning one's
efforts to influence other
people.
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Ways to Be Persuasive by Robert Cialdini (an expert in many Black Hat Core Drives in my Octalysis Framework) to understand subtle human drives better.

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Cialdini is one of the authors of Yes!: 50 Scientifically Proven

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In fact, the 50 ways (or
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experiences of how
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scientifically. As the authors points out that the purpose of the book is to show the underlying psychological processes, therefore, enhancing one's persuasiveness by properly aligning one's efforts to influence other people.

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