Ebook Directory
the best source of ebook

The book was found

The Little Book Of Persuasion: Defend Yourself By Becoming A Skilled Persuader



PDF
Adobe
DOWNLOAD EBOOK

Synopsis

Every day we engage in psychological battle to persuade others or be persuaded by them. The history of persuasion dates back to the Ancient Greeks, who valued rhetoric as an essential skill. Times have changed and rhetoric has lost its place as a fundamental skill of reasoning and logic. This leaves us open and unarmed against skilled persuaders. Persuasion is more than just tactics and methods of social compliance. Understanding how we are persuaded opens the doorway to a deeper understanding of our automatic brain processes and biases. Expert persuaders tap into these processes and use them against us for their own benefit. This book is a journey into these techniques. You will emerge from it smarter, more persuasive, and better equipped to defend yourself.

Book Information

Audible Audio Edition
Listening Length: 2 hoursÃ Â andÃ Â 27 minutes
Program Type: Audiobook
Version: Unabridged
Publisher: Siavash Mohajer Va Pesaran
Audible.com Release Date: June 16, 2016
Whispersync for Voice: Ready
Language: English
ASIN: B01H3QO6W6
Best Sellers Rank: #34 inÃ Â Books > Business & Money > Economics > Commercial Policy #307 inÃ Â Books > Audible Audiobooks > Business & Investing > Careers #2469 inÃ Â Books > Business & Money > Job Hunting & Careers > Guides

Customer Reviews

I’ve read this book about two months ago. Right after finishing it I wasn’t very impressed. I’m glad I took my sweet time with this review. Now I can do the book its justice.When I reflected back on the content and I was beyond impressed. Here goes why:I found the language of the book very difficult. The author didn’t take any shortcuts when it concerned specific terminology or concepts. I’m glad he didn’t succumb to the temptation of selling "easy stuff for the masses." It made the book so different from many others I’ve recently read.I remember how frustrated I was at one place reading a definition second or third time and not exactly grasping what it means. I was on the verge of abandoning the book altogether- something I do very rarely. But the author shocked me reading my

mind. Exactly at this point, he said something like "but this may be difficult to grasp, so let me illustrate it with a story." Wow! I was amazed by this trick! It made me to stick to the very end.By the way, the stories were the strongest point of this book. They were perfect to explain those difficult definitions.In the end, the content of the book wasn't groundbreaking. I felt like I already knew it all, but maybe it was just an illusion of my ego? I found myself, my wife, my kids and my friends in many of the stories instanced. They were really aptly picked and said.Here comes the highest praise for "The Little Book of Persuasion": I didn't intend to learn anything from it. I picked it out of curiosity because I have a monkey brain which loves new shiny objects. Nonetheless, I remember reading through the final part which is sort of exercises, sort of quiz (genius idea!) and recognizing particular communication techniques without much effort and with high accuracy.Sia Mohajer is a master communicator and educator and he has the ability to read in readers' minds. No wonder his book is good. I didn't enjoy the book, but I read it whole. I didn't want to learn, but I did. Respect!Communication is very important part of human life. It's always to your advantage to learn more about it. I'm glad I read "The Little Book of Persuasion" and I even hope I'll retain something of this knowledge. Recommended!

I purchased several copies for holiday gifts, my daughter read it first, used the techniques andgot a great deal on a beautiful car, then convinced her boyfriend to polish the rims for her.. we have six teenage boys: we need the book for ourselves and also to have the sons understand that every moment in the stores and online they are being assaulted by these very principles which were already learned very well by college graduates in marketing who are experts at causing you to make the decision that is best for them! This book compresses semesters of psychology and marketing classes into two dozen very observable techniques being put upon you, so get this book and protect yourself and your family, plus help them learn to train the dog- and maybe YOU!

Much like 20 ways to win an argument, this book was written clearly and to the point. The examples the author gave were easy to follow and the examples given were something pulled out of everyday life. I only take off a star because Asia really needs to hire a better editor since there were a couple of typos in both this and his other book mentioned above, which while small, degrade the overall product when it's written so well otherwise.

I found this book to be a practical guide to persuasion, a launching off point but not the final say. I really appreciated the last section which wrapped up the covered material with a practice section to

identify which persuasion method was being used. After reading this, I would move on to Psychology: The Influence of Persuasion by Robert Cialdini.

Absolutely love it! Brilliant and I'm not even halfway through it yet. just love the insights and discovering how we all use this every day. I can actually make the power of persuasion work FOR me as opposed to just roll through life and get hit and miss responses to my requests.Sia is a master communicator without a shadow of a doubt. LOVE IT!!

This book was similar to Robert Cialdini's stuff. It was easy to read and the author did a good job of simplifying the complex communication theory. If you are looking for a quick airplane read before a big meeting, this book would be a good fit.

Love this little book. I read in one night and now am rereading to digest everything. Wow - nice to know how to present things to others and to know when you are cat fished.

U will get more in life after reading this book ...

Download to continue reading...

The Little Book of Persuasion: Defend Yourself by Becoming a Skilled Persuader The Art of Persuasion for Mutual Benefit: The Win-Win Persuasion (persuasion techniques, influence people, psychology of persuasion) Persuasion: The Key To Seduce The Universe! - Become A Master Of Manipulation, Influence & Mind Control (Influence people, Persuasion techniques, Persuasion psychology, Compliance management) Persuasion: Psychology of Selling - Secret Techniques To Close The Deal Every Time (Persuasion, Influence) Persuasion: Dark Psychology - Techniques to Master Mind Control, Manipulation & Deception (Persuasion, Influence, Mind Control) Persuasion: How To Influence People - Ninja NLP Techniques To Control Minds & Wallets (Persuasion, Influence) Manipulation: Proven Manipulation Techniques To Influence People With NLP, Mind Control and Persuasion! (Persuasion, Mind Control, Influence People) Persuasion: Influence People - Specific Words, Phrases & Techniques to Unlock People's Brains (Persuasion, Influence, Communication Skills) Persuader (Jack Reacher, Book 7) Defend Yourself: A Comprehensive Security Plan for the Armed Homeowner The New Superpower for Women: Trust Your Intuition, Predict Dangerous Situations, and Defend Yourself from the Unthinkable How to Survive a Garden Gnome Attack: Defend Yourself When the Lawn Warriors Strike (And They Will) Krav Maga Defense: How to Defend Yourself Against the 12 Most Common Unarmed Street Attacks

Overlooked Survival Weapons: The Top 12 Most Overlooked And Underrated Weapons You Can Use To Defend Yourself And Your Family In A Life-Or-Death Situation Little Bear Audio CD Collection: Little Bear, Father Bear Comes Home, Little Bear's Friend, Little Bear's Visit, and A Kiss for Little Bear Persuader (Jack Reacher Series) Persuader Persuader (Jack Reacher) How To Represent Yourself in Family Court: A step-by-step guide to giving yourself the best chance of successfully representing yourself in court (How2Become) The Reading Strategies Book: Your Everything Guide to Developing Skilled Readers

Contact Us

DMCA

Privacy

FAQ & Help