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METHODS OF PERSUASION

SUMMARY

Think Fast, Talk Smart:
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One place you can start is Harvard Business Review's recent addition to their Emotional Intelligence Series, Influence and Persuasion. Influence and Persuasion is a compilation of eight articles, previously published on HBR.org (one by our very own CEO, Nancy Duarte), that offer up concrete ways for leaders to influence the people around them. The book leverages scientific research to explain how influencing someone works, and it includes real-life stories that show how

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A version of this article
appeared in the
November–December 2019 issue
of Harvard Business Review.
Eben Harrell is a senior
editor at Harvard Business
Review . This article is
about INFLUENCE

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