
Straight Line Persuasion Action Book Pdf _BEST_

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we began by conducting an online survey of chiefs and sheriffs. our goal was to assess the readiness of chiefs and sheriffs to engage in immigration enforcement, but we wanted to know if they felt constrained by existing law or policies. in the online survey, we also asked them about their institutional structures, their attitudes about and relationships with law enforcement, and their perspectives on the relationship between immigrants and the police. we also asked them to rate their agencies on a range of constructs. one of the most startling findings from the research was the extent to which the tactics of persuasion are often ignored, and how much more effective they can be when they are properly used. in one study, for example, we found that while training executives in persuasive techniques led to significantly more positive responses, it had almost no effect on the number of answers that were negative. this book explains the principles and techniques that are effective in persuading others, using real-world examples from the worlds of business, education, government, and law enforcement. we have included chapters on a range of topics, including: why people resist persuasion why people resist change power for the weak persuasion in the workplace 5 rules for persuading children 5 tactics for building a better organization 7 lessons from a law enforcement academy eight ways to develop your persuasion skills simple examples of persuasion techniques you can use in your own work simple examples of persuasion techniques you can use in your own work to get people to change their minds simple examples of persuasion techniques you can use in your own work to get people to change their minds persuasion in the workplace the conclusion of this book is that if you want to persuade people, you dont need anything fancy. effective persuasion requires little more than the courage to tell the truth and to listen respectfully. persuasion isnt about a large, expensive, or elaborate apparatus, but about a simple personal presence and an ability to connect with others in a sincere and empathetic way. whatever else we are, humans are social animals who rely on each other to achieve our goals. the techniques described in this book enable us to connect with others and to persuade them to do what we want. it is the simplest way to do what you want. you dont need a degree in psychology or business. you dont need to speak spanish or be fluent in mandarin. you dont need to spend the next six months studying a foreign culture. you dont need to design a sophisticated marketing campaign or spend countless hours building a special skillset. you dont need to go to school. all you need is a willingness to listen to people, to understand what they want, and to provide them with the respect and attention that they deserve. and all you need are four simple steps that will give you the tools to persuade others in a way that isnt just effective, but actually enjoyable.

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