

Online Library Persuasion Social Influence And Compliance Gaining

Persuasion Social Influence And Compliance Gaining

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Persuasion : social influence and compliance gaining

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With contributions from authors in a wide variety of disciplines, Perspectives On Persuasion, Social Influence, and Compliance Gaining provides students with a panoramic view of the field, broadening their perspective and understanding of the influence and impact of persuasion in our lives. Contributing authors

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include: Richard Petty, John Cacioppo, James Dillard, Daniel O'Keefe, Michael Cody, Robert Cialdini, Michael Burgoon, Linda Carli, David Buller, Judee Burgoon, and others.

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Persuasion: Social influence and compliance gaining.
4th ed. Boston: Allyn & Bacon. E-mail Citation »
Geared toward undergraduate students, this text represents an introduction to a wide array of persuasion topics, from the applied to the theoretical.

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Gass & Seiter, Persuasion: Social Influence and Compliance ...

Compliance greatly impact everyday behaviour, especially in social relations. Social psychologists interpret compliance as way of social influence used to realizer goals or accomplish social or personal gains. To study compliance, social psychologists investigate overt and subtle social influences and their relationship to compliance.

Social influence and persuasion - Civil Services
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Persuasion has been linked with indoctrination, deceit, manipulation and brain washing. People like Hitler and BinLaden. The authors disagree with this concept and believe persuasion should be ethical and forms the backbone of many of our communicative endeavors.

Chapter 1 | English Flashcards | Quizlet

Perspectives on Persuasion, Social Influence and Compliance Gaining explores the methods of persuasion. Seiter writes in a pedantic manner, so some of the concepts are slightly difficult to follow or comprehend. However, the breadth of the book makes it a worthwhile read. [Read full review](#)

Perspectives on Persuasion, Social Influence, and ...

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