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persuade through  
reciprocation, the  
key is to provide  
information that is

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helpful and positive,  
because, as Cialdini  
puts it, “ there is a  
natural human  
tendency to dislike  
a...

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to Get Your Way ...  
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we're going to study the art of negotiation we need to understand the part persuasion and influence play in negotiating. If you think you're going into a negotiation from a weak position you must use persuasive tools to enhance your negotiating

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valuable skill for  
real estate agents  
to have in their  
toolbox. Michelle  
Bowden explains

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precisely how to  
build your  
persuasive skills  
and make others  
take notice. When  
was the last time  
you had to persuade  
someone? Was it  
this morning when  
your children forgot  
to make their beds  
or needed to do  
their homework?

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persuasion - Elite  
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In my book,  
“Influence: Science  
and Practice,” I  
outline six rules of  
persuasion, and  
explain how  
companies and  
polished  
professionals utilize  
them to gain  
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sometimes from  
unknowing and  
unwilling targets.  
But the six rules  
need not be  
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dishonorably.

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of persuasion

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communication  
strategy widely  
used by salespeople  
with the purpose of  
recommending a  
product or service  
that would benefit  
this person and  
convincing them,

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with logical and  
rational resources,  
to take action. In  
the case of sales,  
the final action is  
making a purchase.

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persuasion can turn  
ordinary people into

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suicide bombers  
and make us buy  
things we didn ' t  
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they'd do - and are  
sometimes later  
sorry they did ...

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persuasion  
emanates from  
three directions:  
the characteristics  
of the source, the

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mind-set of the

target person, and

the psychological

context within

which the

communication

takes place. ” Thus

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the ways humans

fool themselves and

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