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B. Cialdini**



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## **Robert b. cialdini (author of influence) -**

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His books including, Influence: Science & Practice, are the results of years of study into the reasons why people comply with requests in business settings.

**Robert b cialdini (author of influence: the**

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Authors: Noah J. Goldstein, Steve J. Martin and Robert B. Cialdini. Cialdini, R. B. (2001). Influence: Science and practice (4th ed.). Boston: Allyn & Bacon.

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