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Influence: The Psychology Of Persuasion (note, This Is Not Influence: Science And Practice). 4) Shirky, C. (2008) Here Comes Everybody. 5) Christiakis, N & Fowler, J. (2009) Connected: The Surprising Power Of Our Social Networks And How They Shape Our Lives. 6) Ph.D. Students Only Should Also Buy: Negroponte, N. (1995). Being Digital. New York: Vintage Books. Readings: Available Via The ... Jan 16th, 2021

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Definitions Of Strategic Political Communication

Political Communication And Persuasion Of The Masses Politics Is A Multifaceted Phenomenon That Involves A Quest For Power And Influence. It Is Also A Decision-making Process That Determines The Distribution Of Social Goods And Establishes Laws, Rights And Prohibitions. This Holds True Whether Decisions Are Made By An Arbitrary Dictator Or By A Representative Body Of Elected Delegates. For A ... Jan 20th, 2021

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Persuasion: Social Influence And Compliance Gaining (4th Ed.). Boston, MA: Allyn And Bacon. Geared Toward Undergraduate Students, This Text Represents An Introduction To A Wide Array Of Persuasion Topics, From The Applied To The Theoretical. Chapters Include Attitudes, Commonly Used Theories, Credibility, Nonverbal Persuasion, Message Production, Compliance Gaining, Deception, And Ethics ... Jan 14th, 2021

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November 16, 2011 By Neil Patel - Robert Cialdini

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1984; John Zaller, 1992). Second, Social Influ-ence Shapes Decisions: People Are Often Per-suaded By Those They Personally Interact With (Mark Grasnovetter, 1973; Robert Cialdini, 1984). Such Influence From Friends, Co-workers, And Other "discussants" Significantly Affects The Decisions On Whether And How To Vote (Paul Beck Et Al., 2002). Third ... Jan 22th, 2021

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NOTE SHEET EXAMPLES

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