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### **Persuasion: Psychology of Selling - Secret Techniques To ...**

Nathalie Nahai is a web psychologist, international speaker and author of the best-selling book, Webs of Influence: The Psychology of Online Persuasion (Pearson).

### **The Secret Psychology of Persuasive Content - Nathalie Nahai**

Sales may be about math, but the selling itself is based on psychology, understanding consumer mindset, and persuasion techniques. The good news is anyone can master the art of selling. It isn't a secret superpower that some people are just born with. It is a carefully cultivated and practiced skill that can help you in many situations in life.

### **Persuasion: The Psychology of Selling by Leonard Moore ...**

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The Psychology of Selling and Persuasion brought together a number of different tools, tips, and tactics to make a person a better salesperson. It pulls from many of the great sales leaders and entrepreneurs and relies on strong principles that are time tested. What I would have liked to have heard are many stories about specific industries.

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