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Ora conosci le 6 armi della persuasione esposte nel manuale di Robert Cialdini, e sai come applicarle per migliorare nettamente i tuoi guadagni. Come hai potuto leggere, il tema delle recensioni è ricorrente, a dimostrazione che le opinioni dei tuoi clienti sono fondamentali per le entrate del tuo eshop.

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Come usare le armi della persuasione di Cialdini nella pratica

Le armi della persuasione. Robert B. Cialdini. Giunti Editore - Psychology - 250 pages. 3 Reviews. Perché una richiesta formulata in un certo modo viene respinta, mentre una richiesta identica, presentata in maniera leggermente diversa, ottiene il risultato voluto? Cialdini, segnando una vera e propria svolta nella psicologia sociale ...

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