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Shane Parrish of Farnam Street reads a lot of books--up to 14 each month--so it means something when he picks Robert Cialdini's Influence: The Psychology of Persuasion as one of the most ...

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The psychology of influence and manipulation; Applying social manipulation; Using the easy steps described in this book, you will be able to use the art of manipulation to influence people in your life. This book will provide you with some key tools to learn how to read people and how to use that information to get them on your side.

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