

153.8

Ci

Cialdini, Robert B.

E8915

Influence: The Psychology of Persuasion / Cialdini, Robert B. . --
New York : Harper Collins , 2007 .
xiv, 320 p. : fig. ; 20 cm .
Includes bibliography and index. .
978-0-06-124189-5
1. INFLUENCE

Influence: The Psychology of Persuasion

153.8

Ci

Cialdini, Robert B.

E8915

Influence: The Psychology of Persuasion / Cialdini, Robert B. . --
New York : Harper Collins , 2007 .
xiv, 320 p. : fig. ; 20 cm .
Includes bibliography and index. .
978-0-06-124189-5

INFLUENCE

153.8

Ci

Cialdini, Robert B.

E8915

Influence: The Psychology of Persuasion / Cialdini, Robert B. . --
New York : Harper Collins , 2007 .
xiv, 320 p. : fig. ; 20 cm .
Includes bibliography and index. .
978-0-06-124189-5

153.8

Ci

Cialdini, Robert B.

E8915

Influence: The Psychology of Persuasion / Cialdini, Robert B. . --
New York : Harper Collins , 2007 .
xiv, 320 p. : fig. ; 20 cm .
Includes bibliography and index. .
978-0-06-124189-5
1. INFLUENCE