

# Passion And Persuasion Paperback

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influencing others to make a decision asking for something or attempting to bring about a  
change of behaviour or attitude in others your success will depend on how persuasive you can  
be persuasion is key to personal and managerial success whether it s in your professional or  
your personal life so much of your success in persuasion is down to a combination of self  
assessment and situational assessment being aware of what s going on inside you and being  
aware of what s happening around you and the good news is that there are a set of golden  
behavioural rules that will boost your persuasive powers and get a positive result for you with  
increased regularity

changing hearts is an important part of changing minds research shows that appealing to  
human emotion can help you make your case and build your authority as a leader this book  
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