

Persuasion Channeling Attention For Change

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This “privileged moment for change” prepares people to be receptive to a message before they experience it. Optimal persuasion is achieved only through optimal pre -suasion. In other words, to change “minds” a pre-suader must also change “states of mind.”

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This "privileged moment for change" prepares people to be receptive to a message before they experience it. Optimal persuasion is achieved only through optimal pre-suasion. In other words, to change minds, a pre-suader must also change states of mind.

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