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We next review evidence that the effects of social influence and persuasion on receivers, in turn, arise from changes in the receiver's subjective valuation of objects, ideas, and behaviors. We then review evidence that self-related and social considerations are two key inputs to the value calculation in both communicators and receivers.

Persuasion, Influence, and Value: Perspectives from ...

Persuasive communication is readily used by advertisers, salespeople, politicians, ministers, attorneys, and people in everyday situations to produce change in others. In democratic societies, persuasion has replaced coercion as the primary means of influence.

Persuasion - IResearchNet

With contributions from authors in a wide variety of disciplines, Perspectives On Persuasion, Social Influence, and Compliance Gaining provides students with a panoramic view of the field, broadening their perspective and understanding of the influence and impact of persuasion in our lives. Contributing authors include: Richard Petty, John Cacioppo, James Dillard, Daniel O'Keefe, Michael Cody, Robert Cialdini, Michael Burgoon, Linda Carli, David Buller, Judee Burgoon, and others.

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Messages that start out with low persuasion gain persuasion as our minds slowly disassociate the source from the material (i.e., a presumably sleazy car salesman and his advice on what car is best). 8. Social Influence. We are influenced strongly by others based on how we perceive our relationship to the influencer. For example, social proof on web copy is persuasive if the testimonials and recommendations are from authoritative sources, big brands, or peers.

Social Media Influence: 10 Theories to Know For Greater ...

Social influence research covers a broad range of topics, from persuasion and attitude change, to compliance and conformity, to collective action and social change. This Special Issue presents...

(PDF) Introduction: Social influence in action

4.0 out of 5 stars Perspectives on Persuasion, Social Influence & Compliance Gaining Reviewed in the United States on March 30, 2013 Persuasion,

Social Influence, and Compliance Gaining was purchased as a secondary text for a college course.

Amazon.com: Customer reviews: Perspectives on Persuasion ...

Opportunities to persuade and be persuaded are ubiquitous. What determines whether influence spreads and takes hold? This review provides an overview of evidence for the central role of subjective valuation in persuasion and social influence for both propagators and receivers of influence. We first review evidence that decisions to communicate information are determined by the subjective value a communicator expects to gain from sharing.

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We next review evidence that the effects of social influence and persuasion on receivers, in turn, arise from changes in the receiver's subjective valuation of objects, ideas, and behaviors. We then review evidence that self-related and social considerations are two key inputs to the value calculation in both communicators and receivers.

Persuasion, Influence, and Value: Perspectives from ...

Politics, legal decisions, mass media, news, and advertising are all influenced by the power of persuasion and influence us in turn. Sometimes we like to believe that we are immune to persuasion. That we have a natural ability to see through the sales pitch, comprehend the truth in a situation, and come to conclusions all on our own.

Psychology of Persuasion and Social Influence - Verywell Mind

Persuasion is an art and skill that provides you the ability to influence other individuals in a friendly, honest and mutually-beneficial way. When you understand the difference between being persuasive and being manipulative, developing the right persuasion skills can prove to be highly beneficial for your career and life.