

robert cialdini influencia pdf

robert cialdini influencia pdf is a highly sought-after resource for individuals interested in understanding the psychology behind persuasion and influence. Robert Cialdini, a renowned psychologist and expert in the field of social influence, has authored seminal works that have shaped marketing, sales, negotiation, and behavioral science. This article delves into the key concepts presented in his book "Influence: The Psychology of Persuasion," often searched in PDF format for easy access and study. It provides an in-depth exploration of Cialdini's six universal principles of influence and examines how these principles are applied in various contexts. Additionally, practical advice on where to find legitimate versions of the robert cialdini influencia pdf and how to use it responsibly is covered. Readers will gain a comprehensive understanding of the theory and application of influence as outlined by Cialdini, enhancing their ability to ethically persuade and recognize persuasion tactics.

- Overview of Robert Cialdini and His Work
- The Six Principles of Influence
- Applications of Cialdini's Influence Principles
- Accessing and Using Robert Cialdini Influencia PDF
- Ethical Considerations and Best Practices

Overview of Robert Cialdini and His Work

Robert Cialdini is a distinguished psychologist whose research has fundamentally transformed the understanding of influence and persuasion. His work focuses on identifying the psychological triggers

that prompt people to say "yes" and comply with requests. The book "Influence: The Psychology of Persuasion" first published in 1984, remains a cornerstone in the fields of marketing, psychology, and behavioral economics. The robert cialdini influencia pdf version of this book is widely distributed for educational and professional purposes, highlighting its continued relevance. Cialdini's research is based on extensive empirical studies, including field experiments and interviews with compliance professionals such as salespeople, fundraisers, and advertisers.

Background and Research Approach

Cialdini's approach to research involved direct observation and interviews with individuals who excel in persuading others. His method combined academic rigor with practical insights, making his findings highly applicable. This empirical grounding distinguishes his work from more theoretical perspectives on influence. The robert cialdini influencia pdf compilation typically includes detailed case studies and examples that illustrate how persuasion tactics operate in real-world situations.

Importance in Modern Psychology and Business

The principles outlined by Cialdini are widely taught in business schools, leadership development programs, and marketing courses. Understanding these principles allows professionals to craft more effective communication strategies while fostering ethical persuasion. The availability of the robert cialdini influencia pdf format has democratized access to this knowledge, enabling a global audience to benefit from these insights.

The Six Principles of Influence

Central to the robert cialdini influencia pdf and his book are six universal principles that govern human behavior in social influence contexts. These principles explain why people comply with requests and how persuasion can be ethically applied. Each principle is supported by psychological theory and backed by empirical evidence.

Reciprocity

This principle suggests that people feel obligated to return favors or kindnesses. When someone gives something or does a favor, the recipient is more likely to comply with a subsequent request.

Reciprocity is a fundamental social norm that fosters cooperation and mutual exchange.

Commitment and Consistency

Once individuals commit to a position or action, they tend to behave consistently with that commitment to maintain self-image and social acceptance. Persuaders leverage this principle by encouraging small initial commitments that lead to larger compliance.

Social Proof

People look to others to guide their behavior, especially in uncertain situations. Social proof describes the tendency to follow the actions of the majority or trusted groups, making testimonials, reviews, and popularity influential in decision-making.

Liking

Individuals are more likely to be influenced by people they like. Factors that increase liking include physical attractiveness, similarity, compliments, and cooperative efforts. Building rapport and positive relationships is crucial in applying this principle.

Authority

Authority refers to the influence exerted by individuals perceived as experts or leaders. People tend to comply with directives from authoritative figures due to trust in their knowledge or position.

Scarcity

Scarcity creates a sense of urgency and value. Items or opportunities that are rare or limited in availability are perceived as more desirable, prompting quicker decisions and higher compliance rates.

Summary of the Six Principles

- Reciprocity – Return favors and kindness
- Commitment and Consistency – Align behavior with prior commitments
- Social Proof – Follow the crowd or trusted examples
- Liking – Be persuaded by people we like
- Authority – Obey perceived experts or leaders
- Scarcity – Desire what is rare or limited

Applications of Cialdini's Influence Principles

The principles detailed in the Robert Cialdini Influence PDF have been implemented across diverse domains including marketing, sales, negotiation, and social activism. Understanding their practical applications enhances the effectiveness of communication strategies.

Marketing and Advertising

Marketers use Cialdini's principles to craft compelling campaigns. For example, scarcity is often employed in limited-time offers, while social proof appears in customer testimonials. The commitment principle is seen in subscription models that encourage initial sign-ups leading to long-term engagement.

Sales Techniques

Sales professionals leverage reciprocity by offering free samples or advice, increasing the likelihood of purchase. Authority is invoked through expert endorsements, and liking is built through personalized interactions to build trust.

Negotiation and Leadership

In negotiations, understanding and applying commitment and consistency can guide parties to mutually beneficial agreements. Leaders use authority and likability to motivate teams and influence organizational change.

Social and Behavioral Change

Nonprofits and social campaigns use social proof and scarcity to drive awareness and action. Highlighting community support or limited opportunities encourages participation and donations.

Accessing and Using Robert Cialdini Influencia PDF

The Robert Cialdini Influencia PDF is widely distributed in educational settings and among professionals seeking to deepen their understanding of persuasion. It is important to access legitimate versions to ensure the accuracy and integrity of the material.

Where to Find the PDF

Authorized digital copies are often available through academic libraries, official publishers, and reputable educational platforms. Users should be cautious of unauthorized downloads to avoid incomplete or altered content.

How to Use the PDF Effectively

Studying the Robert Cialdini Influence PDF allows readers to reference key concepts conveniently, annotate important sections, and revisit complex ideas. Combining reading with practical application exercises enhances retention and skill development.

Complementary Resources

Additional materials such as workbooks, video lectures, and case studies complement the PDF and provide multidimensional learning experiences. These resources enrich understanding and facilitate application in real-world scenarios.

Ethical Considerations and Best Practices

While the principles of influence are powerful, ethical use is paramount. The Robert Cialdini Influence PDF emphasizes the importance of honesty, transparency, and respect for others' autonomy in persuasion efforts.

Avoiding Manipulation

Ethical persuasion avoids deception, coercion, or exploiting vulnerabilities. Professionals should apply influence techniques to create win-win situations rather than solely advancing personal gain.

Building Long-Term Trust

Using influence responsibly fosters trust and credibility, which are essential for sustainable relationships in business and personal contexts. The principles should support genuine communication rather than undermine it.

Guidelines for Ethical Influence

- Disclose relevant information honestly
- Respect individual freedom of choice
- Use influence to benefit all parties involved
- Maintain transparency about intentions
- Avoid pressure tactics that undermine consent

Frequently Asked Questions

Where can I find a free PDF of Robert Cialdini's book on influence?

Free PDFs of Robert Cialdini's books are generally not legally available. It is recommended to purchase or borrow his books like 'Influence: The Psychology of Persuasion' through authorized sellers or libraries.

What are the key principles of influence described by Robert Cialdini?

Robert Cialdini outlines six key principles of influence: Reciprocity, Commitment and Consistency, Social Proof, Authority, Liking, and Scarcity.

Is there an official PDF version of Robert Cialdini's 'Influence' book?

Robert Cialdini's publishers may offer official eBook versions, including PDFs, for purchase. Check authorized platforms like Amazon, Google Books, or the publisher's website for legitimate copies.

How can I use Robert Cialdini's influence principles in marketing?

Marketers can apply Cialdini's principles by leveraging scarcity (limited-time offers), social proof (customer testimonials), authority (expert endorsements), reciprocity (free samples), liking (building rapport), and commitment (getting small initial commitments).

Are there summaries of Robert Cialdini's influence book available in PDF format?

Yes, many websites offer summaries of 'Influence' in PDF form. However, ensure these are legally shared and respect copyright laws. Summaries can provide quick insights into the main concepts.

What updates are included in the latest edition of Robert Cialdini's Influence book?

The latest editions include a seventh principle called Unity, focusing on shared identity, along with updated research and contemporary examples to enhance understanding of persuasion techniques.

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Sharing copyrighted PDFs without permission is illegal and violates copyright laws. It is best to share links to authorized sellers or libraries instead.

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Many online downloads claiming to offer free PDFs may be unauthorized or contain malware. Always use reputable sources or official platforms to access Cialdini's work safely and legally.

Additional Resources

1. *Influence: The Psychology of Persuasion* by Robert B. Cialdini

This seminal book explores the key principles behind why people say "yes" and how to apply these insights ethically in everyday situations. Cialdini identifies six universal principles of influence—reciprocity, commitment, social proof, authority, liking, and scarcity—that shape human behavior. It is a must-read for anyone interested in marketing, sales, or psychology.

2. *Pre-Suasion: A Revolutionary Way to Influence and Persuade* by Robert B. Cialdini

In this follow-up to "Influence," Cialdini delves into the art of setting the stage for successful persuasion before delivering your message. The book reveals how subtle cues and timing can prime an audience's mindset, making them more receptive to your requests. It combines cutting-edge research with practical advice for improving communication effectiveness.

3. *The Art of Influence: Persuading Others Begins With You* by Chris Widener

This book emphasizes the internal qualities necessary to become a persuasive communicator. Widener discusses how integrity, empathy, and self-awareness form the foundation for influencing others ethically and effectively. It offers actionable strategies for building trust and inspiring cooperation in both personal and professional relationships.

4. *Yes!: 50 Scientifically Proven Ways to Be Persuasive* by Noah J. Goldstein, Steve J. Martin, and Robert B. Cialdini

Co-authored by Cialdini, this practical guide presents fifty brief, research-backed techniques that can help anyone become more persuasive. Each tip is grounded in social science and illustrated with real-world examples. The book is an accessible resource for improving influence in marketing, negotiations, and daily interactions.

5. *Made to Stick: Why Some Ideas Survive and Others Die* by Chip Heath and Dan Heath

While not written by Cialdini, this book complements his work by explaining what makes ideas memorable and convincing. The Heath brothers identify six principles—simplicity, unexpectedness, concreteness, credibility, emotions, and stories—that help messages "stick" in people's minds. It is highly useful for anyone looking to craft persuasive communications.

6. *Influencer: The Power to Change Anything* by Kerry Patterson, Joseph Grenny, David Maxfield, Ron McMillan, and Al Switzler

This book explores strategies for driving change by leveraging influence in social networks and organizations. It combines behavioral science and real-world case studies to show how to motivate individuals and groups to adopt new behaviors. The insights align well with Cialdini's principles and extend them to leadership contexts.

7. *Persuasion: The Art of Getting What You Want* by Dave Lakhani

Lakhani offers a comprehensive approach to mastering persuasion skills with practical techniques and psychological insights. The book covers everything from building rapport to crafting compelling arguments and overcoming objections. It is a valuable resource for sales professionals, negotiators, and anyone seeking to enhance their influence.

8. *Thinking, Fast and Slow* by Daniel Kahneman

This influential work by Nobel laureate Kahneman explains the dual systems of thought that drive human decision-making: the fast, intuitive system and the slow, analytical system. Understanding these cognitive processes helps readers grasp why people are susceptible to certain persuasion tactics. The book provides a scientific foundation that complements Cialdini's principles.

9. *Persuasion IQ: The 10 Skills You Need to Get Exactly What You Want* by Kurt Mortensen

Mortensen identifies ten essential skills that boost a person's ability to persuade effectively in any situation. The book blends research, anecdotes, and exercises to help readers develop confidence and competence in influencing others. It serves as a practical companion for those inspired by Cialdini's work and eager to improve their persuasive power.

Robert Cialdini Influencia Pdf

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Robert Cialdini's Influence: The Definitive Guide (PDF)

Want to master the art of persuasion and influence, unlocking the secrets to successful negotiations, marketing, and leadership? You're constantly battling to get your message across, struggling to convince others, and feeling frustrated by unproductive conversations. Whether you're a salesperson aiming for higher conversion rates, a manager needing to motivate your team, or an individual striving to improve communication skills, the lack of influence is holding you back. You need a proven framework, a clear roadmap to navigate the complexities of human persuasion. This is where this comprehensive guide comes in.

This ebook, "Unlocking the Power of Influence: A Deep Dive into Cialdini's Principles," provides a detailed exploration of Robert Cialdini's groundbreaking work, *Influence: The Psychology of Persuasion*. It unpacks the six core principles, providing practical strategies and real-world examples to help you immediately apply this knowledge.

Contents:

Introduction: Understanding the Power of Influence and Cialdini's Framework.

Chapter 1: Reciprocity - The Power of Giving and Receiving: Exploring the psychology behind the obligation to repay and how to leverage it ethically.

Chapter 2: Commitment and Consistency - The Power of Public Statements: Understanding the drive to be consistent and how to create lasting commitments.

Chapter 3: Social Proof - The Power of the Crowd: Leveraging the influence of social norms and peer pressure to persuade effectively.

Chapter 4: Authority - The Power of Credibility and Expertise: Mastering the art of building trust and demonstrating competence to enhance influence.

Chapter 5: Liking - The Power of Relationships and Connection: Building rapport and understanding the role of similarity, praise, and cooperation.

Chapter 6: Scarcity - The Power of Limited Availability: Harnessing the power of scarcity to increase desirability and drive action.

Conclusion: Integrating Cialdini's Principles for Maximum Impact.

Unlocking the Power of Influence: A Deep Dive into

Cialdini's Principles

Introduction: Understanding the Power of Influence and Cialdini's Framework

Robert Cialdini's *Influence: The Psychology of Persuasion* is a seminal work in social psychology, providing a detailed analysis of the six fundamental principles that govern how we are persuaded. Understanding these principles isn't about manipulation; it's about effective communication, ethical negotiation, and building stronger relationships. This ebook delves into each principle, providing practical applications and real-world examples to empower you to use influence for positive change.

Chapter 1: Reciprocity - The Power of Giving and Receiving

The Psychology of Obligation

The principle of reciprocity states that we feel obligated to repay favors, gifts, or concessions. This powerful social norm is deeply ingrained in our culture and shapes our behavior in countless ways. From small gestures to significant commitments, the feeling of indebtedness motivates us to reciprocate. The key lies in understanding that the obligation isn't just about the value of the gift, but the act of giving itself.

Leveraging Reciprocity Ethically

Ethical application of reciprocity focuses on genuine acts of kindness and generosity. It's about offering something of value - information, help, or a small gift - without expecting immediate repayment. This builds goodwill and fosters positive relationships. This contrasts sharply with manipulative tactics that exploit the principle for selfish gain.

Chapter 2: Commitment and Consistency - The Power of Public Statements

The Drive for Internal Consistency

Once we make a commitment, whether public or private, we experience internal pressure to remain consistent with that commitment. This drive for consistency is a powerful motivator, influencing our subsequent actions and decisions. It's about aligning our behaviors with our self-image and maintaining a sense of integrity.

Creating Lasting Commitments

To leverage this principle, start small. Encourage initial commitments that are easy to make but establish a pattern of behavior. Public commitments are particularly potent, as they create a social obligation to remain consistent. This is why testimonials and public declarations of support are so effective.

Chapter 3: Social Proof - The Power of the Crowd

The Influence of Social Norms

Social proof relies on the principle that we look to others to guide our behavior, particularly in uncertain situations. We often assume that what the majority is doing must be correct or appropriate. This explains why testimonials, reviews, and popularity metrics are such powerful persuasion tools.

Using Social Proof Effectively

Effective use of social proof involves showcasing testimonials from satisfied customers, highlighting the popularity of a product or service, and emphasizing the social consensus surrounding a particular behavior or belief. Ensure that the social proof is relevant and credible to your target audience.

Chapter 4: Authority - The Power of Credibility and Expertise

The Power of Credibility

We are more likely to be persuaded by individuals we perceive as credible and knowledgeable. This reliance on authority figures stems from our deep-seated respect for expertise and experience. However, it is important to distinguish between genuine authority and manipulative exploitation of titles or symbols.

Building and Leveraging Authority

Building authority requires demonstrating expertise, competence, and trustworthiness. Use titles and credentials appropriately, but focus more on providing valuable information and demonstrating

your knowledge through clear and confident communication. Always maintain ethical standards and avoid misrepresenting your credentials.

Chapter 5: Liking – The Power of Relationships and Connection

Building Rapport and Connection

We are more likely to be influenced by people we like. Liking is influenced by various factors, including similarity, praise, cooperation, and physical attractiveness. Building rapport and establishing positive relationships enhances the likelihood of persuasion.

Enhancing Likability

Cultivate genuine connections by showing interest in others, finding common ground, offering sincere praise, and cooperating towards shared goals. Remember that authentic connections are key, and manipulative attempts to create liking will often backfire.

Chapter 6: Scarcity – The Power of Limited Availability

The Power of Limited Resources

The principle of scarcity states that items or opportunities become more desirable when they are perceived as scarce or limited. This is driven by our aversion to loss and our desire to possess things that are difficult to obtain. This is often exploited in marketing through limited-time offers or limited-quantity promotions.

Using Scarcity Ethically

Ethical application of scarcity involves highlighting the limited nature of a product or opportunity without creating artificial scarcity or manipulating information. It's about emphasizing genuine limitations and highlighting the potential for loss if action isn't taken.

Conclusion: Integrating Cialdini's Principles for Maximum Impact

By mastering Cialdini's six principles of influence, you can significantly improve your communication skills, negotiation strategies, and overall ability to persuade others. Remember that ethical

application is paramount. The goal is not to manipulate, but to understand and leverage the natural principles of human behavior to achieve positive outcomes. Integrating these principles will empower you to influence positively and build stronger relationships, both personally and professionally.

FAQs:

1. Is this ebook suitable for beginners? Yes, the ebook is written in a clear and accessible style, making it suitable for readers with no prior knowledge of social psychology.
2. How can I apply these principles in my daily life? The ebook provides practical examples and actionable strategies that can be applied to various aspects of your life, from personal relationships to professional endeavors.
3. Are there any ethical considerations when applying these principles? Yes, the ebook emphasizes the importance of ethical application and warns against manipulative tactics.
4. What makes this ebook different from other resources on influence? This ebook provides a comprehensive and practical guide, focusing on real-world application and ethical considerations.
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robert cialdini influencia pdf: Influence Robert B. Cialdini, 1988 Influence: Science and Practice is an examination of the psychology of compliance (i.e. uncovering which factors cause a person to say yes to another's request) and is written in a narrative style combined with scholarly research. Cialdini combines evidence from experimental work with the techniques and strategies he gathered while working as a salesperson, fundraiser, advertiser, and other positions, inside organizations that commonly use compliance tactics to get us to say yes. Widely used in graduate and undergraduate psychology and management classes, as well as sold to people operating successfully in the business world, the eagerly awaited revision of Influence reminds the reader of the power of persuasion. Cialdini organizes compliance techniques into six categories based on psychological principles that direct human behavior: reciprocation, consistency, social proof, liking, authority, and scarcity. Copyright © Libri GmbH. All rights reserved.

robert cialdini influencia pdf: Influence and Persuasion (HBR Emotional Intelligence Series) Harvard Business Review, Nick Morgan, Robert B. Cialdini, Linda A. Hill, Nancy Duarte, 2017-11-14 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 highlights that research and shows you how to act on it, presenting both comprehensive frameworks for developing influence and small, simple tactics you can use to convince others every day. This volume includes the work of: Nick Morgan Robert Cialdini Linda A. Hill Nancy Duarte This collection of articles includes Understand the Four Components of Influence, by Nick Morgan; Harnessing the Science of Persuasion, by Robert Cialdini; Three Things Managers Should Be Doing Every Day, by Linda A. Hill and Kent Lineback; Learning Charisma, by John Antonakis, Marika Fenley, and Sue Liechti; To Win People Over, Speak to Their Wants and Needs, by Nancy Duarte; Storytelling That Moves People, an interview with Robert McKee by Bronwyn Fryer; The Surprising Persuasiveness of a Sticky Note, by Kevin Hogan; and When to Sell with Facts and Figures, and When to Appeal to Emotions, by Michael D. Harris. How to be human at work. The HBR Emotional Intelligence Series features smart, essential reading on the human side of professional life from the pages of Harvard Business Review. Each book in the series offers proven research showing how our emotions impact our work lives, practical advice for managing difficult people and situations, and inspiring essays on what it means to tend to our emotional well-being at work. Uplifting and practical, these books describe the social skills that are critical for ambitious professionals to master.

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robert cialdini influencia pdf: Pre-Suasion Robert Cialdini, 2016-09-06 The acclaimed New York Times and Wall Street Journal bestseller from Robert Cialdini—"the foremost expert on effective persuasion" (Harvard Business Review)—explains how it's not necessarily the message itself that changes minds, but the key moment before you deliver that message. What separates effective communicators from truly successful persuaders? With the same rigorous scientific research and accessibility that made his Influence an iconic bestseller, Robert Cialdini explains how to prepare 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." Named a "Best Business Books of 2016" by the Financial Times, and "compelling" by The Wall Street Journal, Cialdini's Pre-Suasion draws on his extensive experience as the most cited social psychologist of our time and explains the techniques a person should implement to become a master persuader. Altering a listener's attitudes, beliefs, or experiences isn't necessary, says Cialdini—all that's required is for a communicator to redirect the audience's focus of attention before a relevant action. From studies on advertising imagery to treating opiate addiction, from the annual letters of Berkshire Hathaway to the annals of history, Cialdini outlines the specific techniques you can use on online marketing campaigns and even effective wartime propaganda. He illustrates how the artful diversion of attention leads to successful pre-suasion and gets your

targeted audience primed and ready to say, "Yes." His book is "an essential tool for anyone serious about science based business strategies...and is destined to be an instant classic. It belongs on the shelf of anyone in business, from the CEO to the newest salesperson" (Forbes).

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future. So why do we find it so hard to get others to agree? And how can we improve our chances? The Little Book of Yes contains 21 short essays that outline a range of effective persuasion strategies, each proven to increase the chances that someone will agree to your request. That someone could be a friend, a colleague, a partner, a lover, a manager, a sibling, a parent, even a stranger. The timeless principles and practical lessons in this collection can be used to tackle a variety of everyday challenges, from repairing a soured relationship to negotiating a higher fee for your work, from convincing a dithering friend to take action, to building your social network and personal brand. Full of wisdom from the leaders in influence, with carefully curated advice, this little book is essential reading for any freelancer, manager, entrepreneur, parent or person who wants more from their world.

robert cialdini influencia pdf: *The small BIG* Steve J. Martin, Noah Goldstein, Robert Cialdini, 2016-04-12 At some point today you will have to influence or persuade someone - your boss, a co-worker, a customer, client, spouse, your kids, or even your friends. What is the smallest change you can make to your request, proposal or situation that will lead to the biggest difference in the outcome? In *The small BIG*, three heavyweights from the world of persuasion science and practice -- Steve Martin, Noah Goldstein and Robert Cialdini -- describe how, in today's information overloaded and stimulation saturated world, increasingly it is the small changes that you make that lead to the biggest differences. In the last few years more and more research - from fields such as neuroscience, cognitive psychology, social psychology, and behavioral economics - has helped to uncover an even greater understanding of how influence, persuasion and behavior change happens. Increasingly we are learning that it is not information per se that leads people to make decisions, but the context in which that information is presented. Drawing from extensive research in the new science of persuasion, the authors present lots of small changes (over 50 in fact) that can bring about momentous shifts in results. It turns out that anyone can significantly increase his or her ability to influence and persuade others, not by informing or educating people into change but instead by simply making small shifts in approach that link to deeply felt human motivations.

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- Personas que solo se aman a sí mismas y al dinero.
- Son pretenciosas, arrogantes, atrevidas, poco agradecidas, sin fe y sin amor.
- Se muestran implacables, les gusta practicar el bullying - acoso - y calumniar.
- No cuentan con dominio propio ni inteligencia emocional.
- Se ufanan de ser agresivas y se burlan de la gente.
- No son leales, ni prudentes y se muestran orgullosas de amar más sus placeres y vicios que al mismo Dios.

El "para qué" de tu mensaje debe ser el comienzo, el hilo conductor y el cierre de todo lo que digas y publiques. Para lograrlo, debes efectuar para ti mismo estas preguntas: ¿Qué quiero decir? ¿Por qué lo quiero decir? Y... lo más importante: ¿Para qué lo quiero decir? Todo esto y más te espera en INFLUENCER: Comunicación para líderes en la era digital.

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