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The book details the full SIFT-3M™ model of how the mind works, covering many motivators as well as how we process information and formulate our decisions. At every stage, specific methods are described to utilize understanding in changing minds.

Changing Minds: in

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The ChangingMinds
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website started as a
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about all forms
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that reaches back over 20
years and more. As an
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massive
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website. These book look at the practicalities of how you can use the smallest of words to subtly influence and persuade. While doing so, they also discuss many tips, tricks and things to consider when you are nudging and communicating with others.

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Changing minds: the
book

The ChangingMinds
website started as a
repository of learning
about all forms
persuasion and influence
that reaches back over 20
years and more. As an
inveterate learner and
qualified teacher, David
Straker went from writing
books to writing directly

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to the web -- and now
the site has many visitors
every day. Is it really the
book of the site?

Changing minds: the
book

Techniques for Changing
Minds . This is the main
'how to' section. Below it,
in the website, are
generalized principles of
changing minds and the
psychological details of

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explanations and theories. In this section we cover specific techniques by which people change minds and otherwise persuade.

Techniques for Changing Minds

Changing Minds

Comprehensive

psychological services,

working with

relationships and

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wellbeing and
performance. People
produce performance.
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Family. Sport. Education.
Individual Wellbeing.

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psychological services

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Added To change lives,
change what people tell
themselves about the
world, others and (most
of all) themselves to Blog!
13-Oct-19. Added
Competitive or
Collaborative Persuasion:
A Critical Decision to
Persuasion 101. Added
Mind Separates Subject
From Background to
Visual Perception: How
We See. Added

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In Detail David

Straker

Changing minds and persuasion -- How we change what others ...
Preference dimensions
Perception dimension. In the vertical Perception dimension, people will have a preference along the continuum between:
Concrete experience:
Looking at things as they are, without any change,

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in raw detail.; Abstract conceptualization:
Looking at things as concepts and ideas, after a degree of processing that turns the raw detail into an internal model.

Kolb's Learning Styles -
Changing minds
Why Changing
Somebody ' s Mind, or
Yours, Is Hard to Do ...
psychological terms for

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the fact that people don't like to change their minds; ... referred to above is described in detail in David ...

Why Changing
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Yours, Is Hard to Do ...
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new persuasion framework In studying many different disciplines of persuasion, a common underlying structure has emerged. It is simple, yet powerful and provides a deep understanding on which you can base your persuasions.

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- Mind Sculpt

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