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Pre-Suasion Channeling Attention For Change

"The basic idea of Pre-Suasion is that, by guiding preliminary attention strategically, it's possible for a communicator to move recipients into agreement with a message before they experience it." That is a very strong statement. But throughout the book, Mr. Cialdini gives example after example of how and why it works.

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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.

Pre-Suasion by Robert Cialdini Ph.D. | Audiobook | Audible.com

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Pre-Suasion: Channeling Attention for Change by Robert

In Pre-Suasion, Cialdini outlines his research into the pre-suasive impact that environmental, verbal and emotional stimulus can have on people's decision making and does so in a way intended to be heuristically instructive to the reader, stead of merely stating the evidence of studies as was the case with 'Influence'.

Pre-Suasion: A Revolutionary Way to Influence and Persuade::

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