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The Art of Persuasion: Winning Without Intimidation - My ...

the necessary art of persuasion Jay A. Conger is a professor of organizational behavior at the University of Southern California's Marshall School of Business in Los Angeles, where he directs the Leadership Institute. He is the author of Winning 'Em Over: A New Model for

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Managing in the Age of Persuasion (Simon & Schuster, 1998).

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Jason Harris is the co-founder & CEO of the award-winning creative advertising agency Mekanism, co-founder of the Creative Alliance and author of the national bestseller, *The Soulful Art of Persuasion*. Harris works closely with brands through a blend of soul and science to create provocative campaigns that engage audiences.

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