

## Influence And Persuasion Hbr Emotional Intelligence Series

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~~One place you can start is Harvard Business Review's recent addition to their Emotional Intelligence Series, Influence and Persuasion. Influence and Persuasion is a compilation of eight articles, previously published on HBR.org (one by our very own CEO, Nancy Duarte), that offer up concrete ways for leaders to influence the people around them. The book leverages scientific research to explain how influencing someone works, and it includes real-life stories that show how persuasive ...~~

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~~A version of this article appeared in the November–December 2019 issue of Harvard Business Review. Eben Harrell is a senior editor at Harvard Business Review . This article is about INFLUENCE~~

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