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Juliet Huck is the CEO and Founder of Huck LLC, a communications consultation firm, and author of The Equation of Persuasion. To comment, email editor@clomedia.com.

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What, then, constitutes effective persuasion? If persuasion is a learning and negotiating process, then in the most general terms it involves phases of discovery

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Persuasion is an umbrella term of influence. The Greek philosopher Aristotle listed four reasons why one should learn the art of persuasion:

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