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Paul Malvern



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of the theory or research where it is going and where it has been The contributors come from multiple disciplines including communication psychology and business offering students multiple perspectives on the content Introductions to each section provide students with the rationale for student an appreciation of ethics an orientation to each chapter and an understanding of each chapter s contribution to the field Early chapters on conceptualizations of persuasion the history of the field and theoretical developments give students the background necessary for understanding what persuasion is and how it functions Chapters on both theories of persuasion and the practice of persuasion in multiple contexts help students see the connection between theory and practice Concrete examples of theories and concepts bring the text to life and help students more easily understand the material Chapter on deception enables students to see how one of the most recently researched areas fits into the field of persuasion

Persuasion and Social Movements Charles J. Stewart,Craig Allen Smith,Robert E. Denton (Jr.),1989 This book focuses on various aspects of persuasion in social movements their sources of leadership the strategies social movements employ to attain legitimacy strategies of narrative vision transcendence

Encyclopedia of Politics Rodney P. Carlisle,2005-03-17 Although the distinction between the politics of the left and the right is commonly assumed in the media and in treatments of political science and history the terms are used so loosely that the student and the general reader are often confused What exactly are the terms left and right supposed to imply This two volume Encyclopedia of Politics The Left and the Right contains over 450 articles on individuals movements political parties and ideological principles with those usually thought of as left in the left hand volume Volume 1 and those considered on the right in the right hand volume Volume 2

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