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Artful Persuasion Harry Mills

Harry Mills (Lower Hutt, New Zealand) is the author of 22 books on sales, negotiation, and influence, including the bestselling *Negotiate: The Art of Winning*. He is also an active consultant whose international clients include IBM, PricewaterhouseCoopers, Toyota, Unilever, and Lexus.

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HARRY MILLS is founder and CEO of Aha! Advantage, an international consulting and training firm whose clients include Unilever, IBM, Toyota, Oracle, and Astra Zeneca. An in-demand speaker, he is the persuasion expert at Harvard Business Review's Manage/Mentor program and author of *Artful Persuasion*, *The Rainmaker's Toolkit*, and other notable books.

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Mills, Harry Artful persuasion : how to command attention, change minds, and influence people / Harry Mills. p. cm. Includes index. ISBN 0-8144-7063-7 1. Persuasion (Psychology) 2. Influence (Psychology) I. Title BF637.P4 M52 2000 153.8'52—dc21

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Harry Mills (Author of Artful Persuasion)

Artful Persuasion. by Harry Mills 4.5. ... Harry Mills. Original Series Categories Psychology Business Nonfiction Self Help Publication Date Published April 11th 2000 by Amacom Original Title of the Book Artful Persuasion: How to Command Attention, Change Minds, and Influence People ...

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What we do - The Aha Advantage

Harry Mills صوافت لاول واعية لم لواح أباتك 22 فلؤم وه
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Artful persuasion how to command attention, change minds ...

Betty A. Marton. "Mastering the Art of Persuasion." Harvard Management Communication Letter, July 2000. Harry Mills. Artful Persuasion: How to Command Attention, Change Minds, and Influence People. New York: AMACOM, 2000. Liz Simpson. "Get Around Resistance and Win Over the Other Side." Harvard Management Communication Letter, April 2003.

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Harry Mills Books | List of books by author Harry Mills

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Artful Persuasion: How to Command Attention, Change Minds ...

Artful persuasion : how to command attention, change minds and influence people / Harry Mills MG Press Sumner Park, Qld 1999 Australian/Harvard Citation Mills, Harry.

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Author of 30 books including The StreetSmart Negotiator, The Rainmaker's Toolkit, Artful Persuasion and Zero Resistance: the science and secrets of selling more by eliminating skepticism and...

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