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persuasion It will delve into what persuasion is including the different elements of persuasion along with the methods used to persuade the subject and different persuasion techniques Chapter 6 is the final chapter of this guidebook and will take a look at the mind control technique of

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about the factors involved in persuasion settings, these single-message, single-side methods cannot address questions about some very real consumer situations: those in which a consumer faces contradictory messages from different sources on a single topic, product, or service *Curtis P Haugtvedt is assistant professor of marketing and Duane

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ads were banned from TV and radio in 1971, ending free broadcast time for tobacco control messages 3 11 Cigarette consumption decreased during the time that the ads were on the air, but began to rise again after the messages concluded 16 The success of early tobacco control ads prompted more campaigns, including the first statewide campaign

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