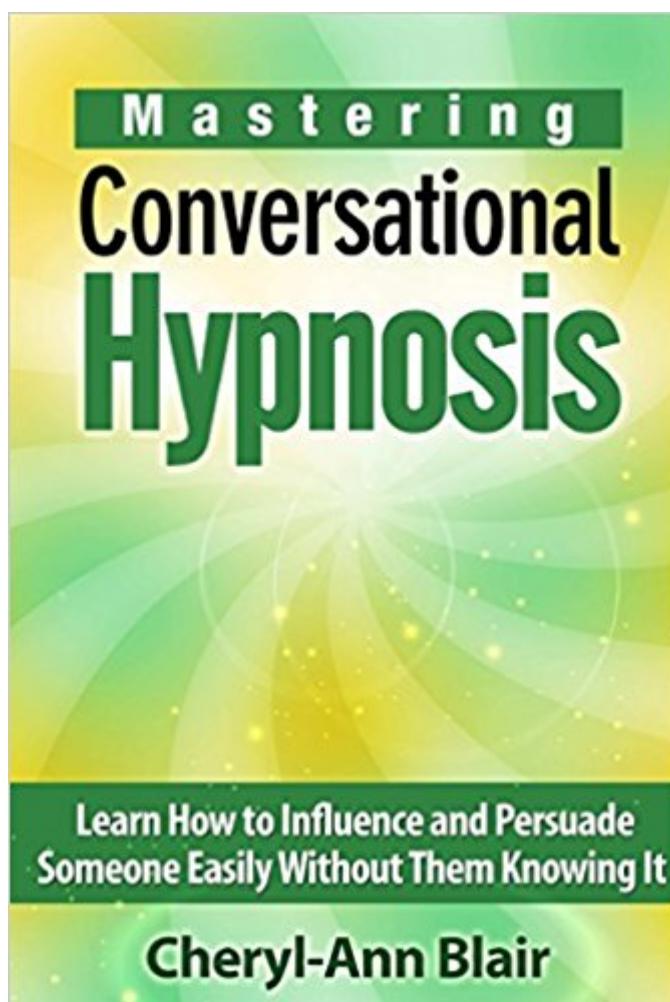


The book was found

Mastering Conversational Hypnosis: Learn How To Influence And Persuade Someone Easily Without Them Knowing It



Synopsis

Are you tired of ineffective debates and not being able to be persuasive? Do you see others who can instantly connect to others and seem to be able to sway opinions their way easily? What if I told you that you could be just as persuasive? You can be. Conversational hypnosis is your gateway to becoming a better communicator, with better persuasive power and the ability to influence. Linguistic principles are used to improve the power of your speech, making people pay attention and listen. Not only will they listen, but you will also find that they are agreeable to what you are suggesting. Make the power of suggestion work for you and learn how to get people to do what you want through influence and persuasion. This book will walk you through how to establish rapport and then how to get people to do what you want, without realizing you are influencing them in any way.

Book Information

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Customer Reviews

I've been a professional sales person for years and in the past two years really settled in on learning the art of selling and persuasion. This book is an incredibly simple "foot in the door" approach to trying to influence others, but what it offers up in overall idea, it lacks in in depth explanations. The author chooses to use the example of a sales pitch at a county fair and while this is okay, it does not offer the opportunity to properly cover topics like pacing and leading well, and these were subjects that I found myself needing to google outside of the book itself. There are suggestions that are just plain dangerous to the sales process (like touching and contact) that do not do much to strengthen the sale so much as risk the entire sales process and the author fails to talk about how important

rapport is in these circumstances where you venture to touch and risk physical contact. It's a good primer and if it weren't called "MASTERING..." then I would gladly give it a higher rating.

This is a very short, concise, and easy-to-read ebook on conversational hypnosis. I finished it in a couple of hours. If your job is sales, I'd consider this a must-read. But even if you just want to be able to better influence people you talk to, or understand when people are doing this to you, it's a good read. I highly recommend. Also, if you are interested in persuasion in general, check out Scott Adams' blog. The creator of Dilbert is also a trained hypnotist and has very interesting things to say about persuasion in general.

I must admit that I bought this book half-heartedly expecting a few laughs and a load of nonsense. What I quickly realized, as I delved into the book, is that the author's definition of 'hypnosis' in this book is different than what many of us quickly come to suspect of it (and, of course, the related stigma). By talking about hypnosis in this other aspect, the author touches upon other topics such as building rapport and subtle things during a conversation that leaves you being the more dominant counterpart. I won't ramble too much in this review, but I highly suggest this book for any ignorant (as I was) to hypnosis in anyway. There's no pseudo-science or wild claims, and everything that the author mentions seems to have a solid foundation behind it.

This ebook was very short, I would have liked to learn more from the ebook, but just when it got good, it was over, I read it while waiting in a doctor's office. It somewhat "beat around the bush", so to speak. Maybe this was only a sample?????? I was disappointed when it was over so quickly.

There's a lot of great information in this book! A very easy read! My one complaint, however, is I think some the examples used are off. For example, if someone were to ask me, "You don't have any plans for this weekend, do you?" my guard would immediately go up, expecting that person to ask me to do something that I probably wouldn't want to do. I'm more liable to quickly find something else... even before I know what the favor is. (Or I make take a little offense at the question as if that person thinks I have no life). The general principle is good, but the example is off.

I have many books on hypnosis, this is a good one.

Enjoyed reading this book. I'm in marketing and picked up a few new pointers. This book will help

anyone with casual conversion.

This was a great guided book filled with plenty of information. I enjoyed reading this book and sharing the information with my team.

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