

The POWER PRINCIPLE: INFLUENCE WITH HONOR By Blaine Lee

By Blaine Lee

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Blaine Lee (Author of The Power Principle) - -

Blaine Lee is the author of The 7 reviews, published 1997), The Power Principle (3.86 avg rating, 7 The POWER PRINCIPLE: INFLUENCE WITH HONOR

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Dr. Blaine Lee is a vice president of Franklin Covey Co. the leading global provider of integrated, sustainable, professional services and product solutions based on

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Theory of influence . Cialdini's theory of influence is based on the principles of reciprocity, commitment and consistency, social proof, authority, liking, and scarcity.

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