

Split Second Persuasion The Ancient Art And New Science Of Changing Minds Author Kevin Dutton Published On March 2011

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Split-Second Persuasion: The Ancient Art and New Science ...

Split-second, instantaneous, almost magical persuasion. In Kevin Dutton's Split Second Persuasion: The Ancient Art and New Science of Changing Minds, we get a heaping helping of sociological and psychological research, a few pertinent illustrations to contemplate, some tempting tests with which to gau

Flipnosis: The Art of Split-Second Persuasion by Kevin Dutton

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Split-Second Persuasion: The Ancient Art and New Science ...

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Split-Second Persuasion: The Ancient Art and New Science ...

Split-Second Persuasion: The Ancient Art and New Science of Changing Minds: Author: Kevin Dutton: Edition: reprint: Publisher: HMH, 2011: ISBN: 0547545231, 9780547545233: Length: 304 pages: Subjects

Split-Second Persuasion: The Ancient Art and New Science ...

An "entertaining" look at the psychology and neuroscience behind the act of influencing others (Kirkus Reviews). People try to persuade us every day. From the news to the Internet to coworkers and family, everyone and everything wants to influence our thoughts in some way. And in turn, we hope to persuade others. Understanding the dynamics of persuasion can help us to achieve our own goals—and resist being manipulated by those who don't necessarily have our best interests at heart. Psychologist Kevin Dutton has identified a powerful strain of immediate, instinctual persuasion, a method of influence that allows people to disarm skepticism, win arguments, and close deals. With a combination of astute methods and in-depth research in the fields of psychology and neuroscience, Dutton's fascinating and provocative book: Introduces the natural super-persuaders in our midst: Buddhist monks, magicians, advertisers, con men, hostage negotiators, and even psychopaths. Reveals which hidden pathways in the brain lead us to believe something even when we know it's not true. Explains how group dynamics can make us more tolerant or deepen our extremism. Illuminates the five elements of SPICE (simplicity, perceived self-interest, incongruity, confidence, and empathy) for instantly effective persuasion. "[Split-Second Persuasion] offers some powerful insights into the art and science of getting people to do what you want." —New Scientist

Split-Second Persuasion: The Ancient Art and New Science ...

Personal account of how a traumatic injury brought the author closer to God.

Split-Second Persuasion: The Ancient Art and New Science ...

The Awakening, originally titled A Solitary Soul, is a novel by Kate Chopin, first published in 1899. Set in New Orleans and on the Louisiana Gulf coast at the end of the 19th century, the plot centers on Edna Pontellier and her struggle between her increasingly unorthodox views on femininity and motherhood with the prevailing social attitudes of the turn-of-the-century American South.

Poetry. "RED OF SPLIT WATER, A BURIAL RITE—a book that is also ritual—to read (write) as ritual, one of waking, and in its two-fold sense: to come into awareness (to be born), and to keep vigil ('a sitting up at night with a corpse'). Here is a rite that allows us to, literally, fill in/enter into the blank spaces created by such waking. Within these shimmering gaps, Lisa Donovan's constellations of violence and enduring witness are astonishing. In the places drenched by disappearances, you can hear a girl child, all through the long night, humming."—Selah Saterstrom

A groundbreaking and timely book about how evolutionary biology can explain our black-and-white brains, and a lesson in how we can escape the pitfalls of binary thinking. Several million years ago, natural selection equipped us with binary, black-and-white brains. Though the world was arguably simpler back then, it was in many ways much more dangerous. Not coincidentally, the binary brain was highly adept at detecting risk: the ability to analyze threats and respond to changes in the sensory environment—a drop in temperature, the crack of a branch—was essential to our survival as a species. Since then, the world has evolved—but we, for the most part, haven't. Confronted with a panoply of shades of gray, our brains have a tendency to "force quit:" to sort the things we see, hear, and experience into manageable but simplistic categories. We stereotype, pigeon-hole, and, above all, draw lines where in reality there are none. In our modern, interconnected world, it might seem like we are ill-equipped to deal with the challenges we face—that living with a binary brain is like trying to navigate a teeming city center with a map that shows only highways. In Black-and-White Thinking, the renowned psychologist Kevin Dutton pulls back the curtains of the mind to reveal a new way of thinking about a problem as old as humanity itself. While our instinct for categorization often leads us astray, encouraging polarization, rigid thinking, and sometimes outright denialism, it is an essential component of the mental machinery we use to make sense of the world. Simply put, unless we perceived our environment as a chessboard, our brains wouldn't be able to play the game. Using the latest advances in psychology, neuroscience, and evolutionary biology, Dutton shows how we can optimize our tendency to categorize and fine-tune our minds to avoid the pitfalls of too little, and too much, complexity. He reveals the enduring importance of three "super categories"—fight or flight, us versus them, and right or wrong—and argues that they remain essential to not only convincing others to change their minds but to changing the world for the better. Black-and-White Thinking is a scientifically informed wake-up call for an era of increasing extremism and a thought-provoking, uplifting guide to training our gray matter to see that gray really does matter.

Adult coloring for relaxation, stress reduction, meditation, spiritual connection, prayer, centering, healing, and coming into your deep, true self. Ages 9 to 109. The drawings of Ancient Symbols: Meditative Coloring Book 3 feature timeless shapes and forms used by every culture on earth to remind us of the sacred. These drawings serve to inspire deeply meaningful, meditative, or prayerful experiences through coloring. Ancient and indigenous sacred images speak deeply to us, to our bones and bellies, to our cellular memory and wisdom, to our souls' yearnings. Native peoples throughout time and place see the sacred in all of life. For them, holiness IS life. Life is the manifestation of the holy in all things. Step out of the busy world and into calm and peace. Focus on an affirmation while you color, or on a wish or a prayer. Ask for understanding or wisdom. Allow expansion into more of what you are meant to be. Or simply color with an attitude of gentle, graceful willingness. This book includes 32 different original drawings, information about ancient symbols, suggestions for how to use this book, a guided meditation, introduction to the artist, and open pages inviting you to record your own impressions. Five Volumes of Meditative Coloring Books: Angels, Crosses, Ancient Symbols, Hearts, and Labyrinths.

The story of "The Ancient" continues... Joseph Miller and Mike Samson are closing in on one of the Fallen on the busy streets of New York City, with the help of a young woman who just happens to grow fur and fangs. Little do they know someone from Miller's past is hunting them to settle a grudge over a thousand years old. Meanwhile, Lizzie Namgung is desperately searching for her missing friend Ann. Much to her surprise, so is the FBI. As a new evil spreads across the city of Newark, Lizzie finds herself caught in a web of murder, mayhem, and monsters. Ancient Awakening is a Horror/Action novel with just the right touch of comedy. Ancient Enemies is the second book in the series that follows the adventures of eccentric demon hunter Joseph Miller. His job is to defend the human race against seven mythical demons and their offspring. Unfortunately for us, he has been dead for the last hundred years. The series begins with Ancient Awakening, continues here with Ancient Enemies, and is followed by Ancient Revelations. The all-new second edition of Ancient Enemies is professionally edited and 55,700 words.

An enlightening and entertaining look at how to use your inner psychopath to get the most out of LIFE. What is a good psychopath? And how can thinking like one help you to be the best that you can be? Professor Kevin Dutton has spent a lifetime studying psychopaths. He first met SAS hero Andy McNab during a research project. What he found surprised him. McNab is a diagnosed psychopath but he is a GOOD PSYCHOPATH. Unlike a BAD PSYCHOPATH, he is able to dial up or down qualities such as ruthlessness, fearlessness, conscience and empathy to get the very best out of himself -- and others -- in a wide range of situations. Drawing on the combination of Andy McNab's wild and various experiences and Professor Kevin Dutton's expertise in analysing them, together they have explored the ways in which a good psychopath thinks differently and what that could mean for you. What do you really want from life, and how can you develop and use qualities such as charm, coolness under pressure, self-confidence and courage to get it? The Good Psychopath's Guide to Success gives you a unique and entertaining road-map to self-fulfillment both in your personal life and your career.

When Edy Phelps falls hard for her best friend, she knows nothing can come from it. Forget actual chemistry, or the fact that she cherishes his mother more than her own; centuries of tradition say that Hassan Pradhan will grow up, marry the girl his parents select, and think nothing of his best friend: the dancer with the bursting smile. Except he can't. He won't. In a world erupting with possibilities for the boy with a body of steel and dreams of the NFL, everything seems promised while nothing at all is; when he's denied the girl he wants most. Two hearts. Two families devoted through generations of friendship. Could Edy and Hassan really risk all that? And yet ... how could they not?

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