

Flipnosis The Art Of Split Second Persuasion Kevin Dutton

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Brittany's Book Review #8 | Split-Second Persuasion | B's Podcast | The Law of Attraction

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Buy Flipnosis: The Art of Split-Second Persuasion by Dutton, Dr Kevin (ISBN: 9780099505624) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

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Flipnosis is an easy read that supplies intriguing anecdotes and entertaining experiments to relay to the amazement of your friends. What Dutton lacks is consistent relevance to his primary theme or the ability to follow through on his allusions to being able to teach the reader to become an expert 'Fl Dr Kevin Dutton catalogues examples of split-second persuasion or 'Flipnosis'.

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

The book shows you how the art of split-second persuasion works. You will understand it, but performing takes some tough practice if you are not a natural. For me it was a great read. If you like this book you should try "The Wisdom of Psychopaths" by Kev Dutton.

Flipnosis: The Art of Split-Second Persuasion eBook ...

Flipnosis: The Art of Split-Second Persuasion is a book about a special kind of persuasion: 'flipnosis'. It has an incubation period of just seconds, and can instantly disarm the most discerning mind.

Flipnosis | Dr Kevin Dutton

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Flipnosis: The Art of Split-Second Persuasion eBook ...

Flipnosis is black-belt mind control. It doesn't just turn the tables, it kicks them over.

From the malign but fascinating powers of psychopaths, serial killers and con men to the political genius of Winston Churchill - via the

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grandmasters of martial arts, Buddhist monks, magicians, advertisers, salesmen, CEOs and frogs that mug each other - this book explores what science can teach us about the techniques of persuasion.

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

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.

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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.

Psychopath. The word conjurs up images of serial killers, rapists, suicide bombers, gangsters. But think again: you could probably benefit from being a little more psychopathic yourself. Psychologist Kevin Dutton has made a speciality of psychopathy, and is on first-name terms with many notorious killers. But unlike those incarcerated psychopaths, and all those depicted in movies and crime fiction, most are not violent, he explains. In fact, says Prof Dutton, they have a lot of good things going for them. Psychopaths are fearless, confident, charismatic and focused—qualities tailor-made for success in today's society. *The Wisdom of Psychopaths* is an intellectual rollercoaster ride that combines lightning-hot science with unprecedented access to secret monasteries, Special Forces training camps, and high-security hospitals. In it, you will meet serial killers, war heroes, financiers, movie stars and attorneys—and discover that beneath the hype and popular characterization, psychopaths have something to teach us. Like the knobs on a mixing deck, psychopathy is graded. And finding the right combination of psychopathic traits, sampled and mixed at carefully calibrated volumes, can put us ahead of the game.

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

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personal life and your career.

Over thirty different examples of situations and ideas to show you how you can change your approach and change your life . . . Looking to nail an INTERVIEW? Want to make a better first impression on a DATE? Trying to make your MONEY go further? Bet you never thought being a bit more PSYCHOPATH could be the answer. Time to grab that bullsh*t by the horns! Dr KEVIN DUTTON studies psychopaths and his latest subject is SAS hero ANDY MCNAB. Andy's a bit different, he's a GOOD PSYCHOPATH. He can control qualities like decisiveness, ruthlessness and fearlessness to get the BEST out of himself and life. Together, this unlikely duo has established what they call the SEVEN DEADLY WINS, the good psychopathic quirks that can help make you more SUCCESSFUL. And now it's time to put their theories to the test. SORTED! THE GOOD PSYCHOPATH'S GUIDE TO BOSSING YOUR LIFE offers a new approach to the everyday to help you get more out of life than it gets out of you.

Start with No offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years now, win-win has been the paradigm for business negotiation. But today, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. Start with No introduces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: * aren't interested in "yes"—they prefer "no" * never, ever rush to close, but always let the other side feel comfortable and secure * are never needy; they take advantage of the other party's neediness * create a "blank slate" to ensure they ask questions and listen to the answers, to make sure they have no assumptions and expectations * always have a mission and purpose that guides their decisions * don't send so much as an e-mail without an agenda for what they want to accomplish * know the four "budgets" for themselves and for the other side: time, energy, money, and emotion * never waste time with people who don't really make the decision Start with No is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.

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An expert on nonverbal communication traces the evolutionary roots of most basic human emotions--anger, sadness, fear, disgust, and happiness--revealing how they evolved and became embedded in the human brain while showing how they are triggered in the body. Original. 15,000 first printing.

The original Go MAD® book, this title is a great introduction to the Go MAD® Framework. Each of the seven principles are explained in-depth and related to practical examples. Guaranteed to leave you inspired and hungry to put the knowledge into practice!

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