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that would be
immensely useful in
addressing people whose
minds are open to
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subjects.

Changing Minds: The
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Changing Our Own
and Other People's
Minds. Ask any

advertiser who has tried
to convince consumers
to switch brands, any
CEO who has tried to
change a company's
culture, or any
individual who has tried

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People's Mind
Gardner

to heal a rift with a
friend. So many aspects
of life are oriented
toward changing minds
- yet this phenomenon...

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The Art And
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Changing minds: the art and science of changing our own and other people's minds. [Howard Gardner] -- Gardner defines leadership as the ability to change minds, using examples of various leaders (e.g., Margaret Thatcher, Mohandas

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Gardner. Think about
the last time you tried to
change someone ' s
mind about something
important: a voter ' s
political beliefs; a

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customer ' s favorite
brand; a spouse ' s
decorating taste.

Peoples Howard Gardner

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Minds. Think about the
last time you tried to
change someone ' s

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mind about something important: a voter ' s political beliefs; a customer ' s favorite brand; a spouse ' s decorating taste.

Chances are you weren ' t successful in shifting that person ' s beliefs in any way.

Changing minds : the art and science of changing our own ...

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Changing Minds: The Art and Science of Changing Our Own...

Despite its subtitle, it really never talks much about the art and science of changing our own and other people's minds. A far more appropriate subtitle would be: Examples of Famous People Who Changed Their Minds

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Think Is Interesting
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an expert not only in the
art of influence but
also in human nature.

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People Howard
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“The fine point of ethical persuasion—the art of influence without manipulation. If you want to change minds the right way, reading this book is the right thing to do.” —Ken Blanchard, coauthor of *The One Minute Manager* and ...

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I found Howard Gardner's "Changing Minds: The Art and Science of Changing Our Own and Other People's Minds" a useful and informative book that would be immensely useful in addressing people whose minds are open to changing their views or opinions on particular

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In Changing Minds:
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and Other People ' s
Minds (Harvard
Business School Press,
2004), Howard Gardner
discusses seven levers for
persuading others to

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Minds Whether one is a
leader trying to keep a
work force from
resisting a significant
change or a manager
trying to convince a
colleague to approach a

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task in a new way, or even a salesperson trying to convince consumers to change brands, changing the minds of others is an important process in the world of business.

Changing Minds: The Art and Science of Changing Our Own ...
Minds are exceedingly hard to change. Ask any

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advertiser who has tried
to convince consumers
to switch brands, any
CEO who has tried to
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culture, or any
individual who has tried
to heal a rift with a
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time you tried to change someone's mind about something important: a voter's political beliefs; a customer's favorite brand; a spouse's decorating taste. Chances are you weren't successful in shifting that person's beliefs in any way.

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Guest: Dr. Howard
Gardner, author,
"Changing Minds"
People
(Taped 06-17-2004) In
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May 1956, Richard D.
Heffner, American
historian, broadcaster,
and University Professor
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Gardner offers insight into the phenomenon of changing minds: why is it so mysterious? How do people become set in a certain way of thinking? And what does it take to change a perspective? Gardner identifies seven levers that aid or thwart the process of mind change.

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