

HOW AUDIENCES DECIDE

A Cognitive Approach to Business Communication

Richard O. Young

How Audiences Decide How Audiences Decide

Sally Young

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How Audiences Decide Richard O. Young,2011-03-01 How Audiences Decide A Cognitive Approach to Business Communication is a comprehensive introduction to persuasive communication in the context of business It summarizes relevant theories and findings from the fields of cognitive science social cognition leadership team cognition psycholinguistics and behavioral economics By illuminating the thought processes of many different audiences from consumers to Wall Street analysts to CEOs it helps communicators better understand why audiences make the decisions they make and how to influence them The book covers a broad range of communication techniques including those concerning persuasive speaking and writing interviews and group meetings content and style typography and nonverbal behaviors charts and images rational arguments and emotional appeals and examines the empirical evidence supporting each of them

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