

PERSUASIVE COMMUNICATION

Variables for Persuasive Communication



Source

What characteristics of the speaker affect the persuasive impact?



Communication

What aspects of the message will have the most impact?



Audience

How persuadable are the individuals in the audience?



Audience Reactions

What aspects of the source and communication elicit counter-arguing reactions in the audience?

Persuasive Communication

**Erwin Paul Bettinghaus, Michael J.
Cody**



Persuasive Communication:

Persuasive Communication Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**Persuasive Communication**," written by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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