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Seven Laws Of Influence. Each law will be discussed in detail so you understand it inside and out (which is more than most people, who only know their names!) You ' ll know how they work, and you ' ll know why they work. You ' ll learn how to find them everywhere, and then reverse engineer them so you can use them on whatever ideas you want.

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The second universal Principle of Persuasion is Scarcity. Simply put, people want more of those things they can have less of. When British Airways announced in 2003 that they would no longer be operating the twice daily London—New York Concorde flight because it had become uneconomical to run, sales the very next day took off.

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Persuasion Law #7: The Law of Power People who are perceived to have greater strength, fame, expertise, or authority have power over other people who accept this perception of that person. Example: A doctor has a great

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amount of perceived power over a patient because of their extensive training.

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