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Since 2002 Harry Mills has been the subject matter expert on persuasion for the Harvard Manage/Mentor program. The Aha! Advantage and the legacy firm The Mills Group has transformed dozens of large...

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What we do - The Aha Advantage

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February 2000

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Artful Persuasion Harry Mills

HARRY MILLS is founder and CEO of Aha!

Advantage, an international consulting and training firm whose clients include Unilever, IBM, Toyota, Oracle, and Astra Zeneca.

An in-demand speaker, he is the persuasion expert at

Harvard Business Review's Manage/Mentor program and author of Artful Persuasion, The Rainmaker's Toolkit, and other notable books.

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Mills, Harry Artful persuasion : how to command attention, change minds, and influence people / Harry Mills. p. cm. Includes index. ISBN

0-8144-7063-7 1. Persuasion (Psychology) 2. Influence (Psychology) I. Title BF637.P4 M52 2000 153.8'52—dc21

[Artful Persuasion - index-of.co.uk](http://ArtfulPersuasion-index-of.co.uk)

ARTFUL PERSUASION. by. Harry Mills . Chapter 6. Reading the Other Person (71-83) A Study Guide. prepared by. George L. Grice . The following questions and suggestions are designed to help you study material presented in your textbook, Artful Persuasion by Harry Mills. However, no study guide is complete.

[Harry Mills - CEO, - The Aha!](#)

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Harry Mills (Lower Hutt, New

Zealand) is the author of 22

books on sales, negotiation,

and influence, including the

bestselling Negotiate: The Art

of Winning. He is also an

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international clients include

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Artful persuasion : how to command attention, change minds ...

Harry Mills (Lower Hutt, New Zealand) is the author of 22 books on sales, negotiation, and influence, including the bestselling Negotiate: The Art of Winning. He is also an active consultant whose international clients include IBM, PricewaterhouseCoopers, Toyota, Unilever, and Lexus.

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HARRY MILLS is founder and

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