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6. Coalition Tactics: Persuading others to become one of the group members. Rational Persuasion: If conflict happened. Ingratiation: Others are better off and need some kinds of their help. 8 . 2. Exchange Tactics: Most is rewarding in exchange with what need to be done. 4. intimidation. Inspiration: Stimulating morale or feeling " nationalism. 5.

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John Marshall Roberts is an American public speaker and communication strategist. He is the author of the book Igniting Inspiration: A Persuasion Manual for Visionaries. His articles on social psychology, empathy, sustainability and marketing have appeared in Sustainable Life Media, TriplePundit, Greenbiz.com, and CTN Green.

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