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Six Degrees of Social Influence contains a series of essays written in honor of Cialdini's retirement from Arizona State University (where he worked his entire career).

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Six degrees of separation is the idea that all people on average are six, or fewer, social connections away from each other. Also known as the 6 Handshakes rule.

Six degrees of separation - Wikipedia

In Six Degrees of Social Influence: Science, Application, and The Psychology of Robert Cialdini, leading authors, who represent many different countries and disciplines, explore new developments and the widespread impact of Cialdini's work in research areas ranging from persuasion strategy and social engineering to help-seeking and decision-making.

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1. Among other adventures, Neuberg has conducted research on impression formation, prejudice, stigma, self-fulfilling prophecies, physical attraction, relationships, prosocial behavior, religion, economic decision-making, and stereotype threat.

CHAPTER 1 Six Degrees of Bob Cialdini and Five Principles ...

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Over the course of the last four decades, Robert Cialdini's work has helped spark an intellectual revolution in which social psychological ideas have become increasingly influential. The concepts presented in his book, *Influence: The Psychology of Persuasion*, have spread well beyond the geographic boundaries of North A

Six Degrees Of Social Influence: Science, Application, And ...

If we are connected to everyone else by six degrees and we can influence them up to three degrees, then one way to think about ourselves is that each of us can reach about halfway to everyone else

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on the planet. – Nicholas A. Christakis and James H. Fowler. Excerpt printed with permission by Little, Brown and Company.

Three Degrees of Influence

The three degrees of influence theory came from one of them. This is a very interesting theory which encourages us to pay attention to the effects what we say and do have on others. Some time ago, the six degrees of separation theory arose. It stated that each person was separated from the great figures of humanity by only six degrees.

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