

## Persuading Aristotle: A Masterclass in the Timeless Art of Strategic Persuasion in Business

Peter Dr. Thompson



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In this text the author explains how the principles of persuasion taught by Aristotle in the Lyceum of Ancient Greece - ethos, logos and pathos - can be used today. He presents the principles that can be used every time it is necessary to influence someone else's view. He shows readers how to draw upon the logic of their argument, their empathy with an audience, their imagination and credibility in order to persuade different types of listeners.



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