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Nelson Mandela also used it to lead a revolution in South Africa. In any context, woo is two parts art and one part science. In The Art of Woo, Professors G. Richard Shell and Mario Moussa offer a self-assessment to determine which persuasion role fits you best and how to make the most of your natural strengths.

The Art of Woo: Using Strategic Persuasion to Sell Your ...

In their new book, The Art of Woo: Using Strategic Persuasion to Sell Your Ideas, Wharton legal studies and business ethics professor G. Richard Shell and management consultant Mario Moussa provide a systematic approach to idea selling that addresses the problem Iacocca identified.

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The Art of Woo - Wharton School Press

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The Art of Woo: Using Strategic Persuasion to Sell Your ...

Directed by Helen Lee. With Sook-Yin Lee, Adam Beach, Joel Keller, Alberta Watson. The Art of Woo is a romantic comedy about Alessa Woo, an ambitious art dealer who meets her match in gifted painter, Ben Crowchild.

The Art of Woo (2001) - IMDb

The Art of Woo: Using Strategic Persuasion to Sell Your Ideas User Review - Not Available - Book Verdict Shell and Moussa (codirectors, Strategic Persuasion Workshop, Wharton Sch., Univ. of...

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The Art of Woo by G. Richard Shell, Mario Moussa ...

The must-read summary of G. Richard Shell and Mario Moussa's book: "The Art of Woo: Using Strategic Persuasion to Sell Your Ideas".This complete summary of the ideas from G. Richard Shell and Mario Moussa's book "The Art of Woo" shows that selling ideas involves a different strategy to selling objects: you must use “relationship-based persuasion” which isn’t based on coercion or hard-selling, but agreement.