

Variables for Persuasive Communication

- 1. **Source:** What characteristics of the speaker affect the persuasive impact?
- 2. **Communication:** What aspects of the message will have the most impact?
- 3. **Audience:** How persuadable are the individuals in the audience?
- 4. **Audience Reactions:** What aspects of the source and communication elicit counter arguing reactions in the audience?

Natural Feelings Unnatural Acts A Profesionas Guide To Effective Persuasive Communications

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