



Jim Eisenmann
Partner, Alden Law Group &
Key Faculty

Influencing Others: Role of Ethics, Persuasion, Manipulation & Deception

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James Eisenmann

Speaker's Reading List

- "The Influential Mind," Tali Sharot
- "Blind Spots," [Max H. Bazerman](#), [Ann E. Tenbrunsel](#)
- "Political Savvy," Joel DeLuca, PhD
- "Survival of the Savvy," Rick Brandon and Marty Seldman