

# The Six Triggers of Persuasion



## Reciprocity

You did me a favor,  
I'll do you a favor.



## Commitment

I've already agreed to  
this, so I might as well.



## Social Proof

Everyone else is doing it.



## Authority

They outrank me.  
I should follow their lead.



## Liking

I like this person,  
so I'll do as they ask.



## Scarcity

If I don't act now,  
I'll lose my chance.

# Triggers For Six

**Clemens Wendtner**



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