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you. The Art of Persuasion : Winning Without Intimidation by ... the necessary art of persuasion Jay A. Conger is a professor of organizational behavior at the University of Southern California's Marshall School of Business in Los Angeles, where he directs the Leadership Institute. He is the author of Winning 'Em Over: A New Model for Managing in the Age of Persuasion (Simon & Schuster, 1998). The Necessary Art of Persuasion - POST data The focus of this book is on the art of positive persuasion—winning people over to your side without intimidation. There is nothing manipulative here, just skills and techniques that will reflect the fact that you really like people and want them to like you. These skills will help you win them

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