

یادداشت‌ها

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فصل یکم. ابهام‌زدایی از کاریزما

1. A group of enterprising behavioral scientists demonstrated the feasibility of increasing people’s level of charisma in a controlled laboratory setting through a series of multiple controlled experiments. They analyzed which verbal and nonverbal behaviors could be used to increase or decrease charisma. Their test subjects’

levels of charisma rose and fell depending on which behaviors they were instructed to demonstrate. As long as you know how to exhibit the correct body language and behaviors, you will be seen as charismatic.

۱. گروهی از دانشمندان رفتاری احتمال افزایش یا کاهش میزان کاریزمای افراد را با مجموعه‌ای از آزمایش‌های کنترل‌شده ثابت کردند. آن‌ها این موضوع را تحلیل کردند که کدام رفتارهای کلامی و غیرکلامی به افزایش یا کاهش کاریزما منجر می‌شود. میزان کاریزمای آزمایش‌شوندگان این پژوهش، بسته به رفتاری که انجامشان را از آن‌ها خواسته بودند، افزایش یا کاهش می‌یافت. به شرط اینکه بدانید چگونه زبان بدن و رفتارهای درستی بروز دهید، دیگران شما را کاریزماتیک می‌دانند.

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