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The persuasion slide: How an influential nudge leads to conversion. Friction, seen here as the difficulty (real and perceived) in converting, causes the slide to slow down to varying degrees. The nudge could be most anything persuasive, for example a couple of psychological theories that we outlined above.

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Persuasion is not just something that is useful to marketers and salesmen, however. Learning how to utilize these techniques in daily life can help you become a better negotiator and make it more likely that you will get what you want, whether you are trying to convince your toddler to eat her vegetables or persuade your boss to give you that raise.

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