

MADE TO STICK FREE EBOOK

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Made to Stick Heath Brothers

About Made to Stick Mark Twain once observed, A lie can get halfway around the world before the truth can even get its boots on. His observation rings true: Urban legends, conspiracy theories, and bogus public-health scares circulate effortlessly.

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Made to Stick Why some ideas survive and others die J

Made to Stick: Why some ideas survive and others die by Chip Heath and Dan Heath (Random House, 2007) the main problem is the "Curse of Knowledge": The person sharing the idea has all sorts of insider information that others don't, so they have already framed the problem and understand its relevance. A single example illustrates the essence of the problem: One study tested a "tapper and

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Made to Stick by Chip Heath Dan Heath

About Made to Stick. NEW YORK TIMES BESTSELLER The instant classic about why some ideas thrive, why others die, and how to improve your idea's chances essential reading in the fake news era.

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Made to Stick will transform the way you communicate. It's a fast-paced tour of success stories (and failures): the Nobel Prize-winning scientist who drank a glass of bacteria to prove a point about stomach ulcers; the charities who make use of the Mother Teresa Effect; the elementary-school teacher whose simulation actually prevented racial prejudice.

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Made to Stick Why Some Ideas Survive and Others Die

Made to Stick empowers anyone with the right insights and the right message to make any idea stick. The book proceeds linearly through the sticky blueprint: the acronym S.U.C.C.E.S. Hence, in order to make an idea sticky it has to be simple, unexpected, concrete, credible, emotional, and tell a story.

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