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Words That Work by Dr. Frank Luntz (Raw) Frank Luntz on Results Luntz Words Never To Say

Luntz Words Never To Say The answers lie in the way words are used to influence and motivate, the way they connect thought and emotion. And no person knows more about the intersection of words and deeds than language architect and public-opinion guru Dr. Frank Luntz. In Words That Work, Dr. Luntz not only raises the curtain on the

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10 Another of Luntz's oft-employed tips: one should never say “ government, ” which can refer to something “ most Americans appreciate ” “ Instead say Washington 'Washington' is the governmental problem ” Words that Work, 279- 280 Luntz also notes in the passage that this advice is “ adopted from a document I originally prepared

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words and deeds than language architect and public-opinion guru Dr Frank Luntz In Words That Work, Dr Luntz not only raises the curtain on the craft of effective language, but also THE NEW TOURISM LEXICON - Destinations

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“ It ’ s not what you say, it ’ s what people hear. ” Frank Luntz is a fairly controversial figure. He ’ s a Republican pollster who has made his career out of framing political (and corporate) language. In 2007, he wrote a popular book called “ Words That Work: It ’ s Not What You Say, It ’ s What People Hear.

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