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Paul is a Visiting Professor at Cranfield School of Management. Articles In Journals. Antonetti P, Baines P & Jain SP (2018) The persuasiveness of guilt appeals over time: Pathways to delayed compliance, *Journal of Business Research*, 90 (September) 14-25. Baines P & Jones N (2018) Influence and interference in foreign elections, *RUSI Journal*, 163 (1) 12-19.

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