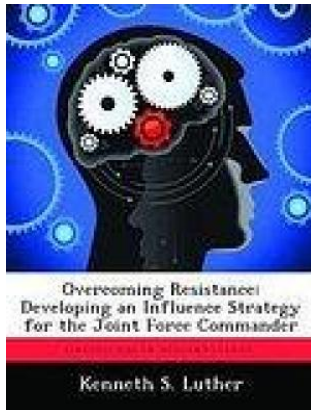


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OVERCOMING RESISTANCE: DEVELOPING AN INFLUENCE STRATEGY FOR THE JOINT FORCE COMMANDER



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