

1. Record Nr.	UNINA9910150242303321
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Titolo	How to influence and persuad // Jo Owen
Pubbl/distr/stampa	Harlow, England : , : Pearson, , [2014] Â©2014
ISBN	0-273-77844-7
Edizione	[Second edition.]
Descrizione fisica	1 online resource (246 pages)
Disciplina	658.45
Soggetti	Communication in management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Cover -- How to Influence and Persuade -- Contents -- Influence and persuade: the skills index -- Introduction -- Part 1 The ten pillars of influence -- Whispers of influence: the persuasive conversation -- Active listening: two ears and one mouth -- Earning the currency of influence: trust -- Act the part -- Win-win-win -- Give to take -- Play the right tune -- The spider's web: building incremental commitment -- Build your platform -- Turning dreams into reality -- Part 2 Influence in practice -- Moments of truth -- The myths and reality of influence -- Index.
Sommario/riassunto	Everyone operating in business needs to understand how they should be using both influence and persuasion to make an impact, deliver outstanding results and really get ahead. This brand new edition of How to Influence, is structured into three easy-to-access sections that will show you how to create willing allies across your organisation, turn potential crises into career defining opportunities, turn disagreement into consent, win key battles without fighting, push your agenda forward with authority, achieve more and stay in control. Author Jo Owen is highly regarded as a world-leading expert in business practise and skills.