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Autore	Baldwin David Bryan
Titolo	Influence [[electronic resource]] : gaining commitment, getting results // David Baldwin and Curt Grayson
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Collana	An ideas into action guidebook CCL ; ; no. 424
Altri autori (Persone)	GraysonCurt
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Soggetti	Influence (Psychology) Leadership Electronic books.
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Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references (p. 29).
Nota di contenuto	Title page; Table of Contents; Why Influence?; Whom Do You Influence?; Influence Tactics; Which Influence Tactics Do You Use?; How Situation Affects Influence; Setting Your Goals; Identifying Benefits and Challenges; Developing Your Influence Session Script; Conducting an Influence Session; Reflecting on Your Influence Session; Conclusion; Suggested Readings; Background; Key Point Summary; Lead Contributors
Sommario/riassunto	Influence is an essential component of leadership. Your position in an organization and the power it gives you aren't always enough to motivate people to do what you ask. Developing your influence skills can help you gain commitment from people at all levels: direct reports, peers, and bosses. This book includes an assessment tool to help you determine the influence tactics you currently use. Some tactics depend on logic, others appeal to emotions, and others are cooperative appeals. You may discover tactics you rarely use, and you can develop those tactics to become more effective. You will l

