

1. Record Nr.	UNINA9910454208603321
Autore	Caroselli Marlene
Titolo	The manager's pocket guide to influence with integrity [[electronic resource]] : power, principles and persuasion / / Marlene Caroselli
Pubbl/distr/stampa	Amherst, Mass., : HRD Press, c2000
ISBN	1-281-09089-1 9786611090890 1-59996-762-6
Edizione	[1st edition]
Descrizione fisica	1 online resource (196 p.)
Collana	Managers Pocket Guide Series
Disciplina	001.51 658.3124
Soggetti	Management Persuasion (Psychology) Influence (Psychology) Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Table of Contents; Preface; Introduction; Integrity; Leadership; Trust; Appropriateness; Style; Impact; Manipulation; Values; Vision & Visibility; Index
Sommario/riassunto	This guide offers ways to continuously improve your skills of persuasion. Whether you are in management or on the shop floor, the ideas presented will help you make your influence more powerful, more positive, and make your sphere of influence wider and wiser.