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Nota di contenuto	Frontmatter -- Contents -- Preface -- Acknowledgments -- 1. The Political Competence of Execution -- Don't Rely on the Power of Your Idea... -- ...Or Charisma -- Lead with a Small "L" -- Build a Coalition -- Anticipate the Agendas of Others: Know Where They're Coming From -- Know Whom You're Dealing With -- Interpret Intentions -- So Who's Who? -- 3. Mobilize your Campaign: Get Initial Support -- Focus Your Message -- Justify Your Agenda -- Establish Credibility -- Gauge Your Support -- 4. Negotiate Support: Get the Buy-In -- Reduce Their Anxiety -- What's in It for Them? -- Don't Be Afraid of Power Arguments -- Manage the Stage -- Get the Right Mind-set -- 5. Sustain Your Campaign: Get Things Done -- Create Traction -- Manage with Agility -- Bolster The Campaign Mind-Set -- Stay Politically Astute -- Conclusion: "We" Not "I": You Can't Do It Alone -- Notes
Sommario/riassunto	Organizations, institutions, and individuals get stuck in spite of their innovative ideas and ambitious agendas. Never has the timing been better for a book that cuts through the theoretical jargon and delineates the exact political and managerial skills leaders need to move agendas forward. Whether you're a team leader trying to lead

change and innovation in a large corporation, an entrepreneur trying to gain support, a politician trying to expand your coalition, or an individual trying to advance your career and build networks, The Agenda Mover will give you the political and managerial leadership skills necessary to achieve results. Based on the premise that leadership competencies and skills can be learned, The Agenda Mover is the inaugural volume of the practitioner-oriented BLG Pragmatic Leadership Series published in association with Cornell University Press. Each volume emphasizes specific skills of execution that leaders at all levels need to master. Learn more about The Agenda Mover and the BLG Pragmatic Leadership Series at theagendamover.com and pragmaticleadershipseries.com.
