1. Record Nr. UNINA9910957357103321 Autore Dieken Connie <1959-> Titolo Become the real deal: the proven path to influence and executive presence / / Connie Dieken Hoboken, N.J., : Wiley, c2013 Pubbl/distr/stampa **ISBN** 9781118755051 1118755057 9781118755105 1118755103 Edizione [1st edition] Descrizione fisica 1 online resource (238 p.) Disciplina 658.4/09 Soggetti **Executive ability Executives** Influence (Psychology) Leadership Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di contenuto Introduction: what is the real deal? -- Pillar one: inner presence --How you experience yourself -- Transforming yourself on purpose --The centered inner presence -- The worrier. Become the real deal and you'll become the leader you're meant to be. Sommario/riassunto If you want to make change in your organization and in your world, and advance your own career, you need to become a person who can effectively influence others to take action. When looking to bring about organizational change of any kind, the main skill required is influence. Nothing will help your cause more than being able to effectively influence others to take action. Become the Real Deal presents a modern and practical approach to leadership that yields unlimited

dividends for leaders at all levels. Author Connie Die