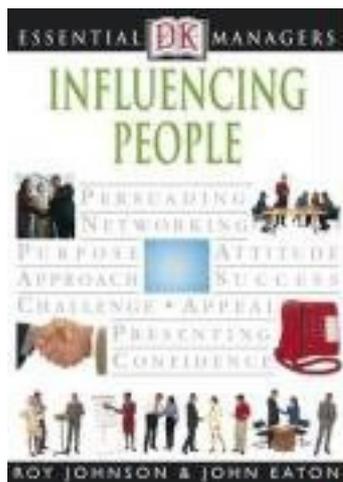


# Influencing People



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Learn how to influence others by managing yourself and building good relationships. Influencing People teaches you how to gain other people's support by working towards mutual goals and appealing to their hearts and minds. It contains practical techniques for improving your confidence and presenting your ideas successfully, and gives you the tools to enable you to achieve cooperation from your team and senior managers. Power tips help you handle real-life situations and develop the skills you need to communicate effectively.

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