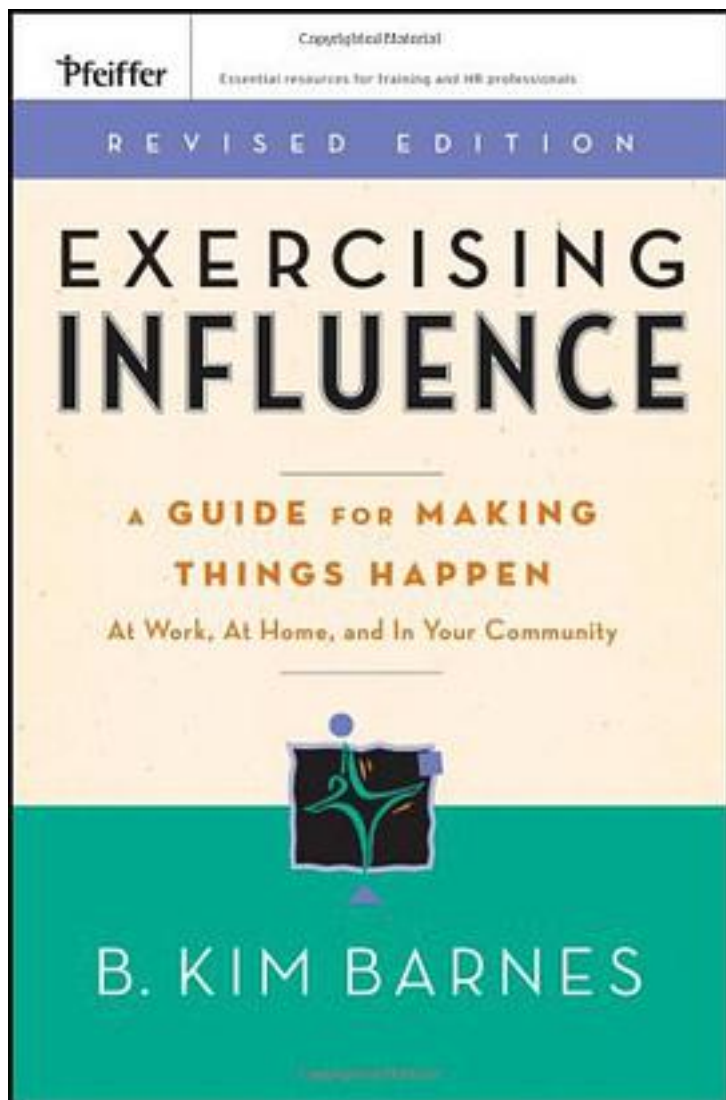


Exercising Influence



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Designed to accompany the book, *Exercising Influence: A Guide for Making Things Happen at Work, at Home, and In Your Community*, the Discussion Guide uses a practical real-world model that will help you facilitate discussions with participants about how to: Develop effective influence behaviors and a strategic and tactical approach to influence. Plan for influence by preparing, setting clear goals, implementing, and reviewing an influence opportunity. Create relationships that are more balanced and mutually rewarding. Accomplish more in organizations with less effort. Take charge of their professional lives in a powerful, ethical, and productive way. Ideal for trainers, facilitators, and coaches, the Discussion Guide includes both the book and the Self-Study Guide.

作者介绍:

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