



Influence for Impact Increasing Your Effectiveness in Your Organization

By Hodges L. Golson

H Lloyd Publishing. Paperback. Condition: New. 110 pages. Dimensions: 9.0in. x 6.0in. x 0.4in. Everything you do in an organization is about getting results. Its why organizations exist. The real measure of success in an organization is how well a person achieves results. To do so, one must be able to influence others. Even the most solitary individual contributors need to have influence so their contributions will be accepted and therefore have an impact on results. Power is a resource that can be used to change the behavior of others and to get results. Influence is the application of that resource. You can gain influence by being able to solve problems cleverly, being able to recognize and explain good solutions developed by others, and being able to persuade others of the merit of your own solutions and ideas. You can also gain influence by being a good colleague or subordinate and by helping others to get their own needs met. This work presents the facts from the research on influence and persuasion in a practical, accessible and helpful guide. These are proven concepts, not just academic theories. If you use these ideas, suggestions and techniques, you will increase your chances for...



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