



Exercising Influence: A Guide for Making Things Happen (Revised Edition)

By B. Kim Barnes

Times Group Books, New Delhi, India, 2009. Softcover. Book Condition: New. Revised Edition. Influence is something everyone needs to be able to do, but requires a set of skills and understandings that are rarely taught. Based on the author's 30 years of teaching and observation, this hands-on guide will enable readers to develop effective influencing skills. As a result, they will be able to build the relationships they need to get positive results in and outside their sphere of work. The material in the book is divided into three sections. The first section focuses on developing the skills and understanding required to be an effective influencer. The second section - Planning for Influence - provides practical advice on preparing for, implementing, and reviewing an actual influence opportunity. The third section - Special Issues in Influence - explores important issues that arise in the process of exercising influence as well as special applications of influence skills. Printed Pages: 204.



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