



The New Influencing Toolkit: Capabilities for Communicating with Influence (Hardback)

By T. Baker

Palgrave MacMillan, United Kingdom, 2015. Hardback. Condition: New. 2015 ed.. Language: English . Brand New Book. Without influence, managers are ineffective. In today s workplace, managers need to influence up, down and increasingly, sideways as organizations become less hierarchical. This book is expertly designed to diagnose and develop managerial influence, focusing on four key strategies: investigating, calculating, motivating and collaborating.



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