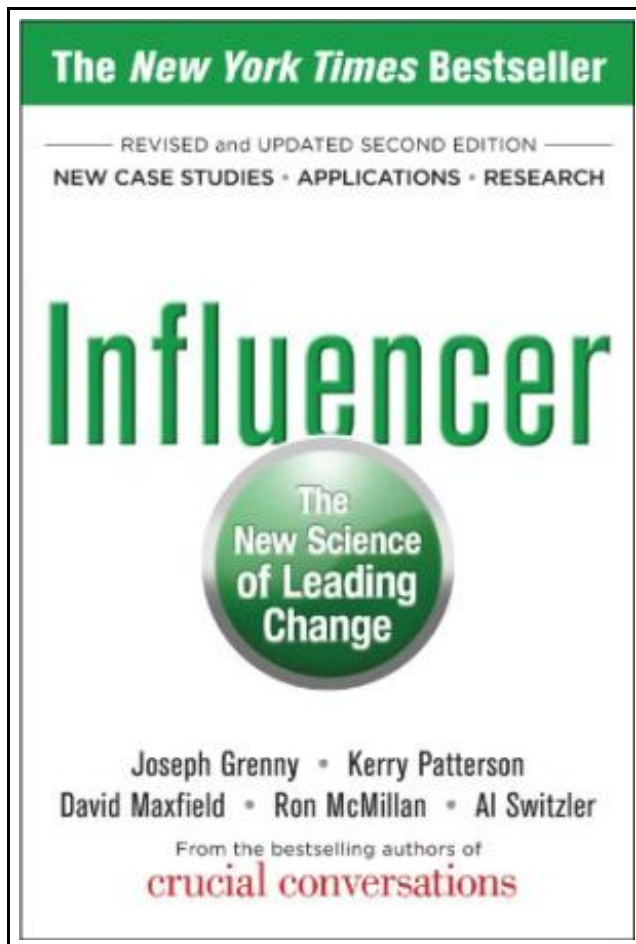


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INFLUENCER: THE NEW SCIENCE OF LEADING CHANGE (2ND REVISED EDITION)



McGraw-Hill Education - Europe. Paperback. Book Condition: new. BRAND NEW, Influencer: The New Science of Leading Change (2nd Revised edition), Joseph Grenny, Kerry Patterson, David Maxfield, Ron McMillan, Al Switzler, Change your company. Change the lives of others. Change the world. An influencer leads change. An influencer replaces bad behaviors with powerful new skills. An influencer makes things happen. This is what it takes to be an influencer. Whether you're a CEO, a parent, or merely a person who wants to make a difference, you probably wish you had more influence with the people in your life. But most of us stop trying to make change happen because we believe it is too difficult, if not impossible. We learn to cope rather than learning to influence. From the bestselling authors who taught the world how to have Crucial Conversations comes the new edition of Influencer, a thought-provoking book that combines the remarkable insights of behavioral scientists and business leaders with the astonishing stories of high-powered influencers from all walks of life. You'll be taught teach and every step of the influence process - including robust strategies for making change inevitable in your personal life, your business, and your world. You'll learn how to: identify high-leverage behaviors that lead to rapid and profound change; apply strategies for changing both thoughts and actions; and marshal six sources of influence to make change inevitable. Influencer takes you on a fascinating journey from San Francisco to Thailand to South Africa, where you'll see how seemingly "insignificant" people are making incredibly significant improvements in solving problems others would think impossible. You'll learn how savvy folks make change not only achievable and sustainable, but inevitable. You'll discover breakthrough ways of changing the key behaviors that lead to greater safety, productivity, quality, and customer service. No matter...



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