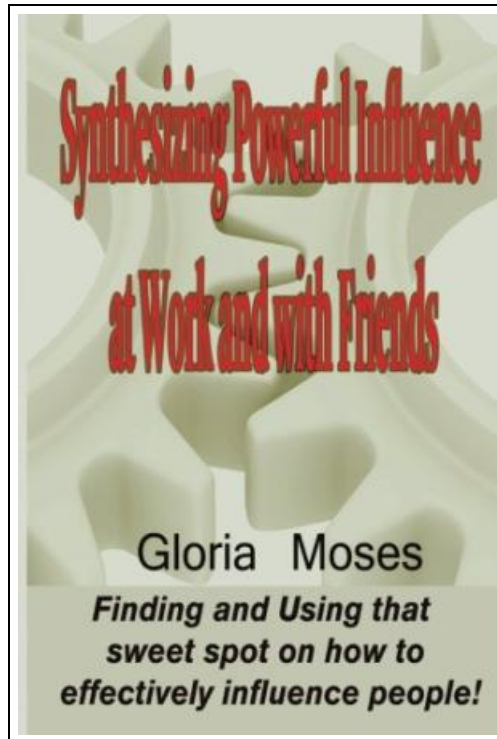


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(Kyla Goodwin)

SYNTHESIZING POWERFUL INFLUENCE AT WORK AND WITH FRIENDS: FINDING AND USING THAT SWEET SPOT ON HOW TO EFFECTIVELY INFLUENCE PEOPLE! (PAPERBACK)



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Createspace Independent Publishing Platform, United States, 2014. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Within the last few years several of those in the field of behavioral science have come to the fact based conclusion that we have the power to change anything in our lives we desire. By turning to those who have affected major change using their influence, we too can educate ourselves as to the steps that need to be taken to do the same. Years of practice and research have resulted in the development of principles as they apply to the depth of our influence, as well as strategies that can be learned and applied to affect the change you are looking for. You, too, can make changes take place in your life. Table of Contents Topic Overview Learn Skills of Influence You Have Influence What the Scholars have to Say Dr. M. Silbert Dr. Hopkins The Benefits of This New Understanding Awareness Identify the Behaviors of Focus What do the Best Influencers Do? Make Positive Deviance a Research Focus Begin by strategically placing yourself right in the heart of the company or organization you want to change. Look for, and concentrate on learning about, inconsistencies. Take a close look at the success stories. Do Your Results Add Up? Begin to Influence Effectively The Vicarious Experience .more believable for people in general than factual writings or statements. .easier to comprehend than lectures and books. .more apt to help us grasp a specific thing as a reality that is based on a thing or circumstance. Change needs to be an Unavoidable Fact Influence has Six Sources Practicing Perfecting the Elements of the Six Sources Source: Ability as it Relates to Structure Source: Awareness of Personal Motivation Source: Using the Reward System...

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