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About the Authors. Kerry Patterson is a training program author. Joseph Grenny is a speaker and founder of a nonprofit organization. David Maxfield is performance researcher and speaker. Ron McMillan is a leadership speaker and consultant. Al Switzler is a training expert and faculty member at the University of Michigan. They lead a corporate training and organizational performance firm, and also ...

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Book Genre: Business, Leadership, Nonfiction, Personal Development, Psychology, Self Help;
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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.

Influencer: The New Science of Leading Change, Second ...

Influencer. The Power to Change Anything. By: Kerry Patterson , Joseph Grenny , David Maxfield. Narrated by: Eric Conger. Length: 8 hrs and 37 mins. Categories: Business & Careers , Management & Leadership. 4.1 out of 5 stars. 4.1 (2,390 ratings) Add to Cart failed.

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Kerry Patterson, Joseph Grenny, David Maxfield, Ron McMillan, and Al Switzler. The more I walk through the model, the more I appreciate it.

The Six Sources of Influence Model -- A Powerful Model for ...

Influencer - Patterson,K, Grenny,J., McMillan,R., Switzler, A. (summary) In their book Influencer, Joseph Grenny, Kerry Patterson and co discuss a wonderful model to increase your influence as a manager when you want to make a change. The authors introduce three key elements for successful change: focus and measuring progress, identifying crucial behaviours that you want people to show, and leveraging 6 sources of influence.

Influencer - Patterson,K, Grenny,J., McMillan,R., Switzler ...

Kerry Patterson, David Maxfield, Joseph Grenny, Al Switzler & Ron McMillan the authors of “ Influencer ” – present before you dozens of helpful tactics to spark optimism and apply the right way. Constructive self-criticism will enable you to focus on what deprives you of influence.

Influencer PDF Summary - Patterson, Grenny, Maxfield ...

By Joseph Grenny, Kerry Patterson, David Maxfield, Ron McMillan, Al Switzler 12-minute read Audio available ... About the author Influencer (2007) distills the essence of how influence

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works. In addition to providing examples of real people who are highly adept at affecting change, the authors present information rooted in psychology research ...

Influencer by Joseph Grenny, Kerry Patterson, David ...

By drawing from the skills of hundreds of successful influencers and combining them with five decades of the best social-science research, Influencer shares eight powerful principles for changing behaviors - principles almost anyone can apply to change almost anything.

Influencer Audiobook | Kerry Patterson, Joseph Grenny ...

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From the bestselling authors who taught the world how to have Crucial Conversations comes 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 each and every step of the influence process-including robust strategies for making change inevitable in your personal life, your business, and your world.

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