

The New Influencing Toolkit Capabilities For Communicating With Influence

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"The New Influencing Toolkit" is expertly designed to diagnose and develop managerial influence. Four influencing strategies make up the "Influencing Capabilities Framework": investigating, calculating, motivating, and collaborating.

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The New Influencing Toolkit is expertly designed to diagnose and develop managerial influence. Four influencing strategies make up the "Influencing Capabilities Framework": investigating, calculating, motivating, and collaborating.

The New Influencing Toolkit (hardcover)

The New Influencing Toolkit by T. Baker, 9781137470140, available at Book Depository with free delivery worldwide.

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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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It is based on The New Influencing Toolkit: Capabilities for Communicating with Influence, with over 60 practical techniques and methods to enhance each of the four influencing strategies. This is an extract from Dr Tim Baker's book - The New Influencing Toolkit. You can order it here.

Influencing Capabilities Skills & Profile | Winners at Work

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Mary, a quality control engineer with a reserved personality, is headhunted to join a leading engineering firm that produces electrical components. She joins the team as quality control manager, and...

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1. Managing with Power and Influence 2. Influencing Capabilities Framework 3. Influencing Capabilities Profile 4. Interpreting Your Results 5. The Investigator 6. The Calculator 7. The Motivator 8. The Collaborator: Responsibility: Tim Baker. More information: Table of contents; Publisher description

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Learn more about these strategies and hear how you can access Baker's own assessment on influencing styles with our Book Insight, " The New Influencing Toolkit: Capabilities for Communicating With Influence." The four strategies are summed up in the personas of the Investigator, the Calculator, the Motivator, and the Collaborator.

How Strong Are Your Influencing Skills - From MindTools.com

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