

Influencing, Negotiation and Networking

1. **Harnessing the science of Persuasion**

Robert B Cialdini

Reprint R0109D

Learning Objective:

To discover six behavioural science principles that can help influence others in the workplace.

2. *** The Necessary Art of Persuasion**

Jay Conger

Article No. 98304

Learning Objective:

To discover how to apply four influencing practices to lead colleagues to shared solutions to problems.

3. **What's Your Story?**

Herminia Ibarra, Kent Lineback

Product Number R0501F

Subjects Covered:

Career advancement, Career changes, Careers & career planning, Communication, Job satisfaction, Personal strategy & style, Influencing, Presentations, Self evaluation.

4. ***A Blueprint for Constructing and Personal and Professional Network**

Tom Krattenmaker

Product No. C0204B

Description:

Networking has a bad reputation in some circles; it conjures pictures of shameless self-promoters bent on manipulating every contact for personal gain. But that sort of networking is not only ethically questionable, it just plain doesn't work. True networking is built on a solid foundation of respect and reciprocity. In this article, networking experts give their tips for building a personal and professional network that is genuinely influential.

5. ***Storytelling that Moves People a Conversation with** Screenwriting Coach

Robert McKee

Article No. R0306B

Subjects Covered:

Communication, Communication in organizations, Communication strategy, Managerial skills, Personal strategy & style, Power & influence.

6. **How to Become an Authentic Speaker**

Nick Morgan

Product No. R0811H

Learning Objective:

To learn about four techniques managers can use while rehearsing a speech to ensure that they appear authentic and influential while delivering the actual speech.

7. ***Six Habits of Merely Effective Negotiation**

James K. Sebenius

Reprint R0104E

Learning Objective:

To identify and avoid six common mistakes that can hamper business negotiations and damage working relationships among bargainers. Useful for influencers who need to negotiate.