



## Influence What s the Missing Piece? (Hardback)

By Karen Keller M.D.

Executive Press, Inc., 2017. Hardback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Discover Your INFLUENCE POTENTIAL . . . The key to sustainable success in your organization is the ability to influence people and maximize the potential of leaders and teams. Exactly how is that accomplished? What makes someone influential? Can you increase your own level of influence? The field of influence and persuasion typically approaches leadership success and organizational dynamics with blinders on. Keller provides a new way of looking at influence and shows how to have actual influential leadership, no matter what position or title you hold. The psychology of how to influence people is not about winning friends. Being able to influence at work (or influence people anywhere) stems from understanding how you operate in the world, and how well you harness the Seven Influence Traits(TM). Dr. Karen Keller has created a research-based influence assessment (Keller Influence Indicator(R) or KII(R)) based on decades of experience working with organizations and top leaders around the globe. The KII(R) is the world s only assessment of influence potential, which provides a proven process to help people heighten their professional and personal growth, grow leadership skills,...



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