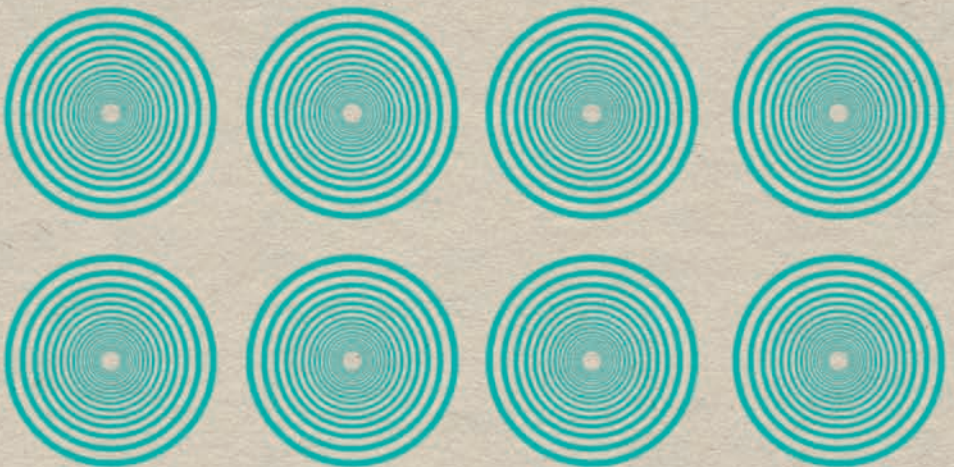




THE LEADER'S GUIDE TO **INFLUENCE**

HOW TO USE SOFT SKILLS TO GET HARD RESULTS



MIKE BRENT AND FIONA ELSA DENT



Praise for **The Leader's Guide to Influence**

‘Organizations across the globe are departing from traditional “command & control” leadership cultures in favor of more collaborative cultures where the ability to influence and gain followership is a vital skill. This book is an excellent resource for the manager who wishes to leverage their relationships for maximum impact.’

Dr. Robert Kovach, Director, Cisco Center for Collaborative Leadership

‘In today’s workplace technical knowledge alone is not enough to equip people for career success. Being able to build relationships with, and influence other people is the key. Clearly written and packed full of useful tools, examples and helpful tips by relationship experts Fiona Dent and Mike Brent, this invaluable book will help any manager understand how to make the most of their own style, build great relationships and learn how to influence other people more effectively.’

Linda Holbeche, Co-Director, The Holbeche Partnership and author of *HR Leadership* (2009) and *Aligning HR and Business Strategy* (2009)

‘The higher you want to get in your career, the more important skillful influencing becomes. Mike Brent and Fiona Dent present clear, practical and detailed ways to deal effortlessly with difficult people and tricky situations elegantly and positively.’

Dr Mark McKergow, Centre for Solutions Focus at Work (www.sfwork.com)

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