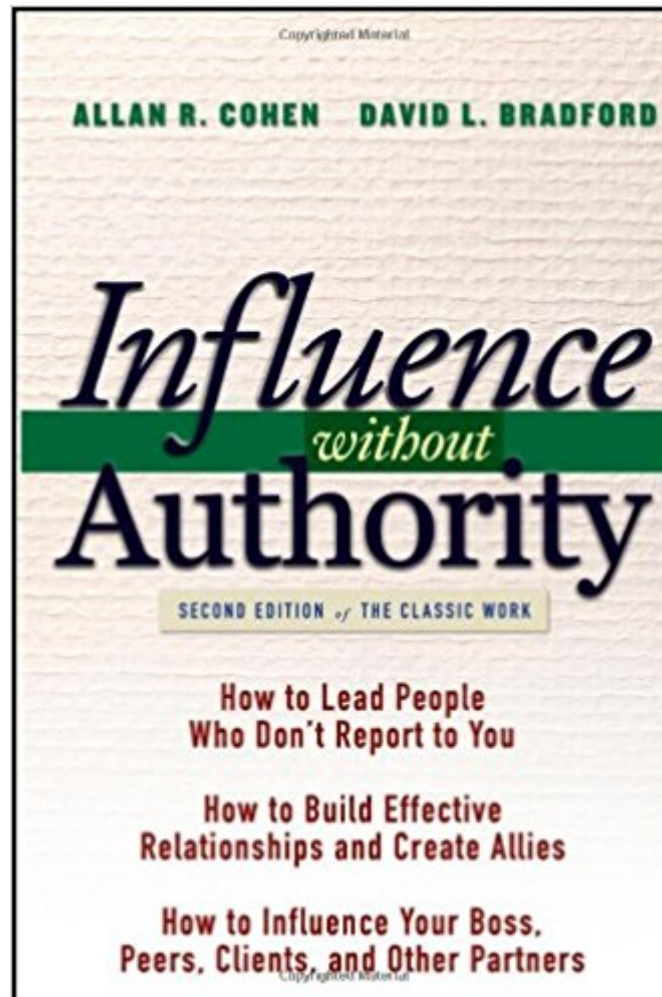


The book was found

Influence Without Authority (2nd Edition)



Synopsis

In organizations today, getting work done requires political and collaborative skills. That's why the first edition of this book has been widely adopted as a guide for consultants, project leaders, staff experts, and anyone else who does not have direct authority but who is nevertheless accountable for results. In this revised edition, leadership gurus Allan Cohen and David Bradford explain how to get cooperation from those over whom you have no official authority by offering them help in the form of the currencies they value. This classic work, now revised and updated, gives you powerful techniques for cutting through interpersonal and interdepartmental barriers, and motivating people to lend you their support, time, and resources.

Book Information

Hardcover: 320 pages

Publisher: Wiley; 2 edition (March 18, 2005)

Language: English

ISBN-10: 0471463302

ISBN-13: 978-0471463306

Product Dimensions: 6.3 x 1.2 x 9.3 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.2 out of 5 stars [See all reviews](#) (26 customer reviews)

Best Sellers Rank: #36,064 in Books (See Top 100 in Books) #55 in [Books > Business & Money > Management & Leadership > Negotiating](#) #109 in [Books > Business & Money > Business Culture > Workplace Culture](#) #394 in [Books > Business & Money > Business Culture > Motivation & Self-Improvement](#)

Customer Reviews

I'm honored to have received a couple of books for review from Wiley publishing. Influence without Authority by Allan Cohen and David Bradford (second edition) is a classic. Between the covers of this book are not only ideas about the art of getting work done through people, but a host of useful case studies and resources. One of my first major change management projects, some 12 years ago now, led me to believe that there had to be a better way to accomplish the cross functional negotiations that need to happen in any major change initiative. Here, in this book, are the explanations for both what worked and what didn't work on that project. Many of the principles listed not only got my head nodding "yes!" but also help me to understand how the hard learned lessons over the past 12 years fit into the overall picture of influencing colleagues, clients, and their

employees. The Cohen-Bradford Model of Influence, while appearing simple, was a bit more difficult to really comprehend. It comprises six "steps" pictured as an inward spiral, and starts at the "outside" with "Assume all are potential allies." Then moves inward with "Clarify your goals and priorities," "Diagnose the world of the other person," "Identify relevant currencies, theirs, yours," "Dealing with relationships," and finally at the center "Influence through give and take." Essentially, this text deals with explaining how this model is applied in a practical manner. Most important is the concept that while for small things, we can and often do intuitively understand the give and take in a transaction, for large complex transactions we need to be more methodical and think through our process, goals, interests and those of our allies. Hence, the model.

[Download to continue reading...](#)

THE BELIEVER'S AUTHORITY(AUTHORITY OF THE BELIEVER,POWER AND AUTHORITY OF THE BELIEVER) Influence Without Authority (2nd Edition) Speak To Sell: Persuade, Influence, And Establish Authority & Promote Your Products, Services, Practice, Business, or Cause Impossible to Ignore: Creating Memorable Content to Influence Decisions: Creating Memorable Content to Influence Decisions Leadership: Leader Skills For Communication, Influence People and Business Coaching (Leadership, Influence People, Leader, Business Skills) Without Mercy: Obsession and Murder Under the Influence The Respectful Leader: Seven Ways to Influence Without Intimidation The Believers Authority- Legacy Edition By What Authority?: Primer on Scripture, the Magisterium, and the Sense of the Faithful The Subtle Power of Spiritual Abuse: Recognizing and Escaping Spiritual Manipulation and False Spiritual Authority Within the Church Encountering God in Tyrannical Texts: Reflections on Paul, Women, and the Authority of Scripture The Believer's Authority God Who Speaks and Shows Fifteen Theses (God, Revelation & Authority) God's Word Alone---The Authority of Scripture: What the Reformers Taught...and Why It Still Matters (The Five Solas Series) Adobe ColdFusion Anthology: The Best of The Fusion Authority The Sander's Price Guide to Sports Autographs: The World's Leading Autograph Pricing Authority Experimentation with Human Beings: The Authority of the Investigator, Subject, Professions, and State in the Human Experimentation Process Delaware River Port Authority (Images of America) Authority Content: The Simple System for Building Your Brand, Sales, and Credibility Email Marketing: Strategies To Capture And Engage Your Audience, While Quickly Building An Authority

[Dmca](#)