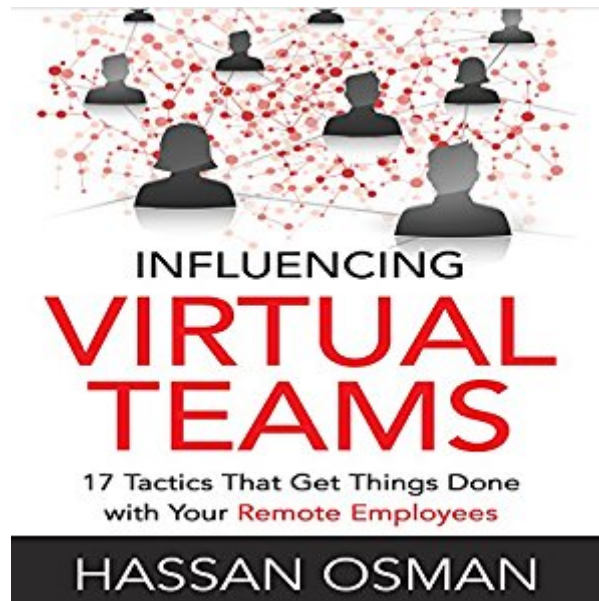# Influencing Virtual Teams: 17 Tactics That Get Things Done With Your Remote Employees

Synopsis

Learn the psychological secrets of persuasion that influence your remote employees to do what you need them to do. Stop chasing down your employees to make sure that their work is being done. In Influencing Virtual Teams, you'll get step-by-step tactics that you can implement straightaway with your team to improve your team's engagement and commitment to doing their work. You'll learn: How a single word can increase compliance by 33 percent How to make someone reply back to your emails (using only the subject line) How to set deadlines so that they're met by your team What you need to do before, during, and after every meeting to increase adoption rates How to ensure 100 percent commitment from a team member in six easy steps Using just four questions, how to know what your remote employees are really thinking How to leave the perfect voice message The secret formula for establishing trust with your team And much, much more!

Book Information

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Customer Reviews

I worked on projects where some members of the team were not local, so I am well familiar with the issues that arise working with people that are remote. The author provides no-nonsense suggestions on how to make teams with remote members work more effectively. The advice is not your generic "improve communication among your team" but rather very specific and concrete.The vast majority of the techniques are incredibly simple to implement, yet has been proven by case studies (the author includes references) to be effective. For example, giving a reason of why you are asking someone to do something increases compliance of carrying out the request by 33%

compared with a request which had no explanation.Many other techniques are just as simple. Writing down tasks and commitments increases the probability that the tasks will be done by the virtual team. Setting specific deadline (as opposed to "I need it in a couple of days") and assigning specific people to be responsible for the task (rather than assigning a group of people without a specific individual responsible for the outcome) also improves the timeliness of the task completion.Some of the tips are less obvious and struck me as the opposite to what I have seen at work. A team that is located in the same area has a chance to socialize in the hallways so they have a chance to interact in a non-work related conversations. This forms bonds and friendships between individuals. With a remote team it is the manager's job to create such environment, so the author suggests starting some meetings with some off-topic discussions and a bit of banter to build those social bonds which otherwise might not form.This is an easy to read book.

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