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Influence Across Boundaries: How to Succeed in a Global Business Environment

Helen Baxter-Southworth

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INFLUENCE ACROSS BOUNDARIES



How to Succeed
in a Global Business
Environment

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Helen Baxter-Southworth : Influence Across Boundaries: How to Succeed in a Global Business Environment before purchasing it in order to gauge whether or not it would be worth my time, and all praised Influence Across Boundaries: How to Succeed in a Global Business Environment:

0 of 1 people found the following review helpful. The newest technology in increasing your company's productivity through secure internet company connected CollaborationBy E. WilkinsAn incredible book and "must read" for the CEO or President of every company who wants to take their company to a higher level of productivity.The book

discusses in a concise, but easily understood, language how you can take your company to the next stage of collaboration, with ease and with profound security. I learned how the programs I am now using throughout my corporation all go in one direction, up ("Stovepiping"), with no way to communicate or share documents with different departments on an instantaneous basis. Collaboration technology is horizontal, to include all departments, connects to a "central Data Base" that is programmed to store through words spoken at meetings, documents created or shared, emails, whiteboards, etc, all through an intense security program for all levels of departments and personnel. And, as the book explains thoroughly and thoughtfully, it is easily used through an interface that employees comfortably use currently in their internet searches, such as Facebook, LinkedIn, and Twitter. LYNN WILKINS

When you're managing a diverse team distributed across many time zones, you need a unique set of knowledge, skills, and abilities. You have to be able to influence the attitudes and behavior of others even when you don't have formal authority or dedicated resources. *Influence Across Boundaries* offers pragmatic tools leaders can use to deliver results and mobilize commitment across multiple boundaries--geography, regions, lines of business, functions, cultures, languages. It identifies best practices based on current research and illustrates them with real-life stories and lessons learned on the job by global managers. You'll discover how to- Favorably position your idea in your organization- Work effectively with people of other cultures- Win others over when you have no command-and-control authority- Get your team to focus on agreements, not disagreements- Build relationships with people who can help you You'll also find the shared vocabulary you need to address these complexities with your team. "This practical guidebook helps us understand the dynamics of international organizations . . . self-assessments will help you determine the best strategies for you."--Anne Litwin, PhD, international organizational researcher, consultant, and author

Data security, employee efficiency, and company growth and sustainability are critical concepts for any business. *Dynamic Collaboration* will help companies use collaboration tools intelligently to ensure all three happen at the highest level. This book is one indispensable tool. --Dave Conord, Regional Growth Director, Keller Williams Realty-GreaterFor those just beginning their collaboration journey to seasoned experts, this is a go-to manual with sound principles for transforming your organization into a team that collaborates, shares, and most importantly, delivers results. --Myron Stevenson, Collaboration Consultant, Department of DefenseCollaboration solutions are important tools for any enterprise, whether a commercial or government entity, and for all levels of an organization from the sales staff to the development staff. This book provides the knowledge needed to acquire and deploy the best solution for the unique requirements of your organization. --Chris Tengwall, Chief Executive Officer, LRW Technologies, Inc.From the Inside FlapDynamic CollaborationIf collaboration is essential in today's world, why is it sometimes so difficult to actually implement? Why do many organizations spend huge amounts of time installing expensive collaborative solutions only to find that employees don't use them? *Dynamic Collaboration* shows how you can harness the power of Web 2.0 and use it to tap into the collective intelligence of your organization. Collaboration allows employees to connect with colleagues, share information and ideas, discover who else in the organization is working on the same issues, and increase productivity for all concerned. Ray Schwemmer and Rick Havrilla offer practical advice to help you choose the right tools to facilitate collaboration, using real-life examples from their years of experience helping organizations of all kinds--both private enterprises and government agencies. They explain how to ensure that no one outside the organization has access to privileged information and those within the organization have appropriate clearance. When you integrate collaborativeservices into the existing tools that your team is already using, employees will take advantage of them. When colleagues can easily share information and ideas, your organization can realize greater productivity, greater savings, and greater access to its intellectual assets than ever before. From the Back CoverUnleash the Power of Secure Collaboration Collaboration is crucial for any kind of organization that wants to be productive, adaptable, and creative. When people are collaborating, profits increase and things get done. When they're not, your organization loses time and energy. Why, then, do many private enterprises and government agencies struggle to provide collaboration tools their employees will actually use? *Dynamic Collaboration* offers practical advice to help you answer questions like these: * What tools does your organization need to help facilitate collaboration? * How do you ensure that your personnel will use those tools? * How can you protect your privileged information? * How can you harness the power of Web 2.0 and use it to capture the collective intelligence of your organization? Whether you are a leader in the public or private sector or a technologist, you'll discover ways to help your team solve problems they wouldn't otherwise have solved, get work done quicker than ever before, and feel connected because they are working together toward a common goal. "We are witnessing a transformation of collaboration in real time, and there's no betterfactual content than what Schwemmer and Havrilla have compiled in this book. Having spent time as a CIO at three different government agencies, I recommendthis as required reading for those serious about collaboration."--Barry C. West, Executive Vice President, SE Solutions, Inc., and former CIO, US Department of Commerce" Havrilla and Schwemmer provide a rational, common-sense approach to addressing not only the services that people need to collaborate but, more importantly, how those services should be delivered so that people will collaborate. This book is required reading for any corporate or government officer contemplating

investment in collaboration technology."-Fran Landolf, founder, Core Consulting; former senior executive, National Security Agency; and coauthor of Noble IntentSeamlessly link people, processes, and data across your entire organization.