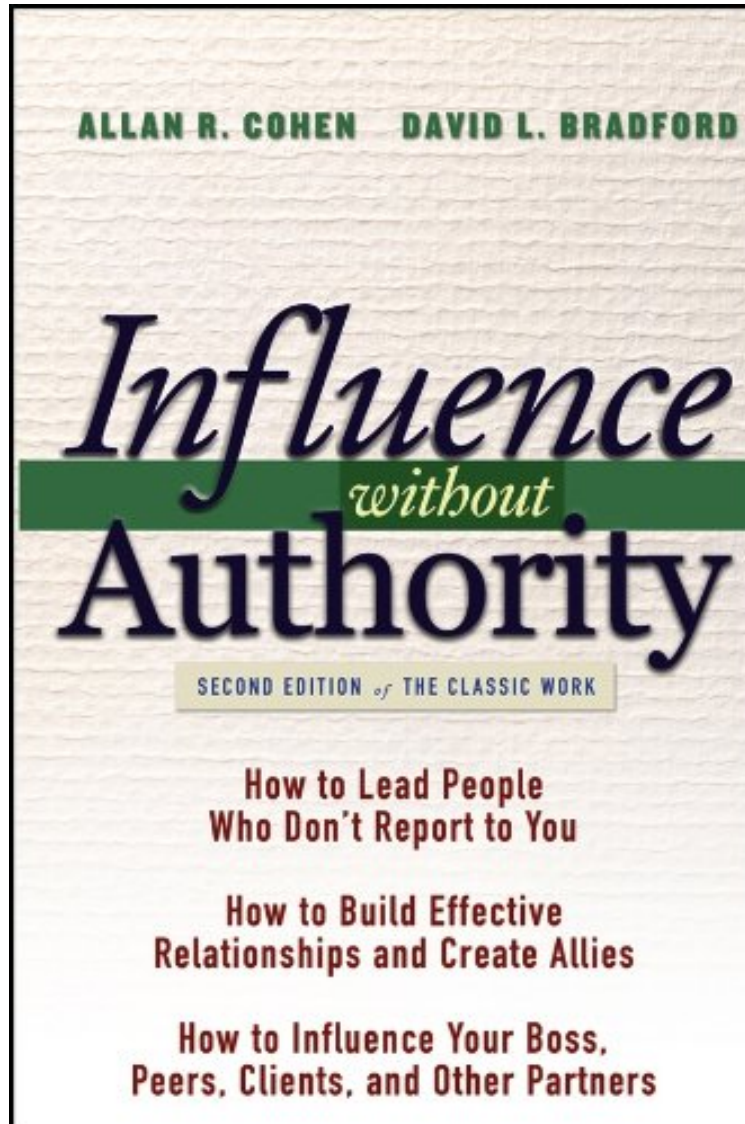


## Influence Without Authority

Allan R. Cohen, David L. Bradford

*\*Download PDF | ePub | DOC | audiobook | ebooks*



[Download](#)

[Read Online](#)

#208814 in eBooks 2007-05-11 2007-05-11 File Name: B008DM2KW8 | File size: 51.Mb

**Allan R. Cohen, David L. Bradford : Influence Without Authority** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Influence Without Authority:

11 of 12 people found the following review helpful. Bean Counters --- Currency IS importantBy SVanabsThis book is excellent in content. There are so many pressures that cause people to behave certain ways in organizations. Everyone has their expectations and currency (teeth in the game) that drives their working relationships with others. After reading this book, I understood the behaviors of others I've worked with. Culture, expectations of the boss, possible promotions, etc. really do influence behaviors of others in organizations. If you really take time to prepare and look at the stakeholders in a particular situation, and try to figure out what currencies people expect, it is easier to come to a

consensus. So many organizations today are consensus driven, it is important to understand the drivers. Sometimes these drivers, like company culture and decisions based on consensus, can cause harmful situations like "Group think" - that happened during the Challenger disaster and the defective "O" rings. Perhaps that disaster could have been diverted if the stakeholders had prepared and understood the currencies involved. 3 of 3 people found the following review helpful. Good book for work. By Sunny I liked this book. I used it for my class in college believe it or not. Make sure to get the kindle version it is updated and has more information. Turns out the kindle version was the one I needed for my class in the first place. Has great information that you will use in the work place and in real life can't go wrong with real world information. 0 of 0 people found the following review helpful. Good place to start and examine your own influence. By ifr This was okay. It was fairly academic and made me wonder if the author had as much insight and experience as needed to truly address the subject. It's not an in depth treatment of the subject, but it's a good start. Title does not equate to influence, and the author does a fairly decent job of describing how to build influence in your environment.

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.