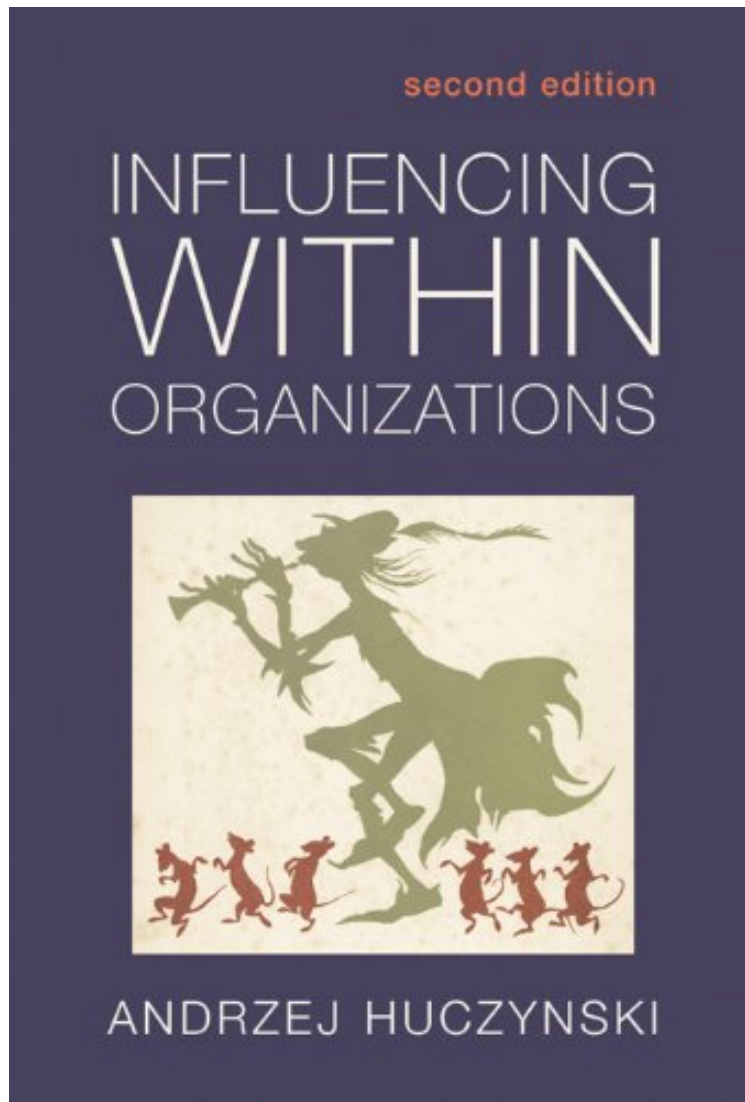


Influencing Within Organizations

Andrzej Huczynski

*audiobook / *ebooks / Download PDF / ePub / DOC*



[Download](#)

[Read Online](#)

#3124789 in eBooks 2004-08-02 2004-08-02 File Name: B000OT84XM | File size: 60.Mb

Andrzej Huczynski : Influencing Within Organizations before purchasing it in order to gauge whether or not it would be worth my time, and all praised Influencing Within Organizations:

0 of 0 people found the following review helpful. Five StarsBy babak khazaeeThis book is useful and I recommend it to all manager to read.

This unique book provides readers with vital information on one of the most important survival-success skill of the twenty-first century - influencing. By bringing the most consistent and dependable academic studies to light, and translating their conclusions into specific, behavioural steps, it gives readers an effective practical guide to successful

influencing. Fully revised to include the most up-to-date material, topics covered in this second edition include: verbal and non-verbal influencing, impression management, networking, influencing in a group, public speaking. Combining academic rigour and practical relevance, this is an essential purchase for all students of organizational behaviour and theory, communication, and political persuasion as well as for those interested in analyzing the art of influencing.