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it merriam webster currently defines influence noun as the power or capacity of causing an effect in indirect or intangible ways folks who can influence know how to take charge speak up and make sure their voices are heard and don't we all want to have this power at work by recognizing the ways in which social influence has shaped your life both positively and negatively you can make more informed decisions and take steps to better navigate the complex world of social influence in the future maxwell shares an incredible wealth of knowledge steps and actions needed to make any person a profound leader in their organization yet leaves the door open for readers to take his advice and put it to practical use building relationships and learning how to influence downward sideways and upward is pivotal to your career success when you land a new role or have just been promoted it's easy to focus on as an influential leader you offer ideas and perspectives that move others in actions behavior opinions or beliefs toward a mutually beneficial outcome influence is relationship oriented and constructive relationships are built on a foundation of trust if someone is going to trust you they have to know who they're dealing with

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1 strategize create a power map an org chart of decision makers related to the initiative you wish to promote to guide your campaign think about how and when you will approach your

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so having influence means more than just doing all the talking it s about taking charge and understanding the roles that positional power emotion expertise and nonverbal signals play these

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influence is critical to our success and overall happiness in life and at work influence is defined as the capacity to have an effect on an outcome and to positively affect change

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the more influence you accept the more influential you will be look for ways to say yes there is a benefit to you in yielding a bit not being defensive and being open to seeing that your partner has a valid perspective even if you don t share it

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by recognizing the ways in which social influence has shaped your life both positively and negatively you can make more informed decisions and take steps to better navigate the complex world of social influence in the future

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maxwell shares an incredible wealth of knowledge steps and actions needed to make any person a profound leader in their organization yet leaves the door open for readers to take his advice and put it to practical use

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building relationships and learning how to influence downward sideways and upward is pivotal to your career success when you land a new role or have just been promoted it s easy to focus on

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