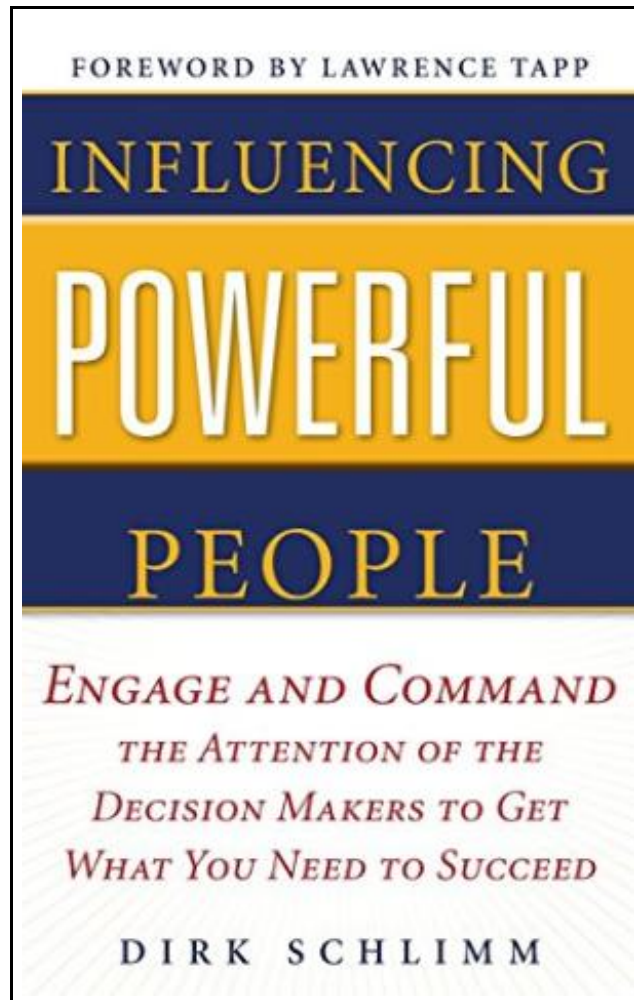


Influencing Powerful People: Engage and Command the Attention of Decision-Makers to Get What You Need to Succeed



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INFLUENCING POWERFUL PEOPLE: ENGAGE AND COMMAND THE ATTENTION OF DECISION-MAKERS TO GET WHAT YOU NEED TO SUCCEED



McGraw-Hill Education - Europe. Hardback. Book Condition: new. BRAND NEW, Influencing Powerful People: Engage and Command the Attention of Decision-Makers to Get What You Need to Succeed, Dirk Schlimm, "Influence the Influencers in Your Life": "I've known Dirk Schlimm for years, and observed with admiration his ability to work effectively with powerful people while sustaining his own core values. His topic is important, and his experience has given him a deep practical wisdom." (Jim Collins, author, "Good to Great"). "For every 'powerful person' who has influenced history, there are three or four people behind the scenes without whom history would never have changed. Vision and drive for implementation are never enough. Dirk Schlimm's book is about how to accomplish the work of real change in the real world by doing the hard work that rarely gets noticed." (Governor Howard Dean, Chairman Emeritus, The Democratic National Committee). "'Influencing Powerful People' provides invaluable insights into this dynamic - insights that will assist anyone to be more effective and successful." (Peter Jewett, Chair, Corporate Department, Torys LLP). About the Book: Dealing with powerful people can be intimidating. Many of them have reached the height of achievement through a combination of charm, confidence, and brilliance, and they certainly deserve our admiration and respect. More than likely, however, they also succeeded as a result of their relentless drive and, in the process, developed reputations for being intense, demanding, and temperamental. How do you keep up with such individuals, gain their confidence, contribute to their enterprise, and ensure that your ideas count? "Influencing Powerful People" provides you with the tools you need to connect and get results with key influencers and decision makers - chief executives, department heads, supervisors, and anyone else in a position of authority. Author Dirk Schlimm, who has frontline experience working with...



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