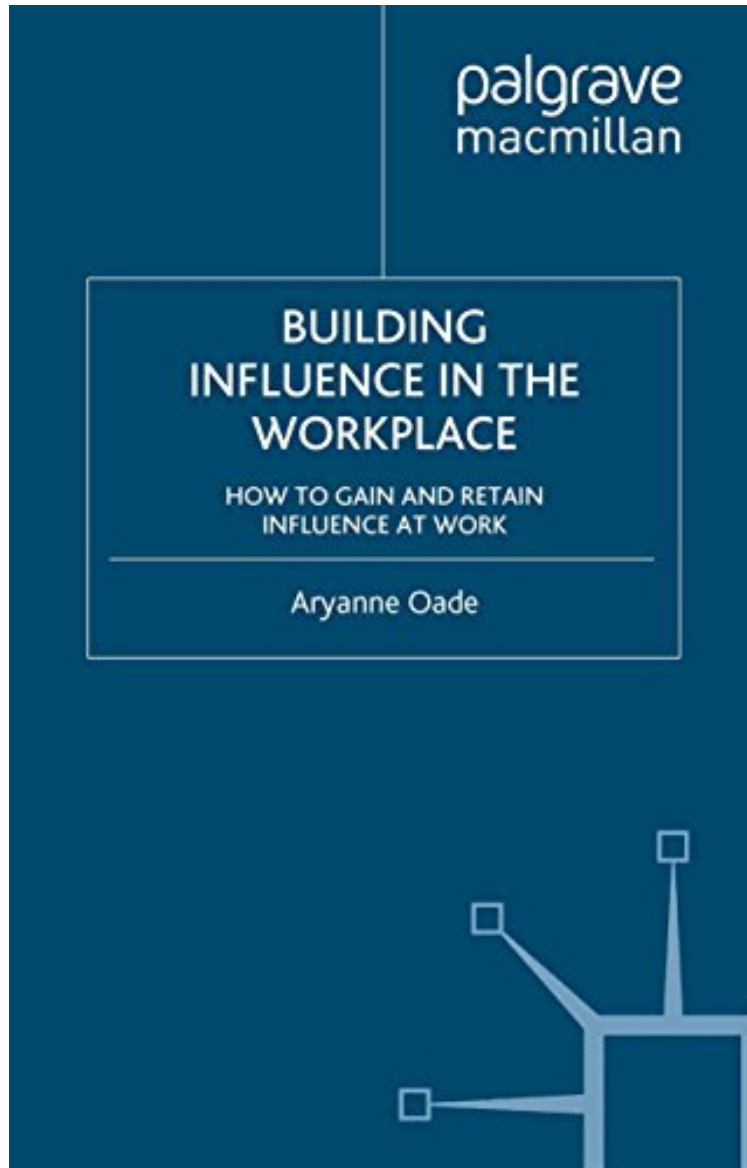


# Building Influence in the Workplace: How to Gain and Retain Influence at Work

Aryanne Oade

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**Aryanne Oade : Building Influence in the Workplace: How to Gain and Retain Influence at Work** before purchasing it in order to gage whether or not it would be worth my time, and all praised Building Influence in the Workplace: How to Gain and Retain Influence at Work:

1 of 1 people found the following review helpful. Expert guidebook to becoming influential at workBy Rolf DobelliDeveloping influence at work is a skill you can and must learn. British psychologist Aryanne Oade, a

knowledgeable, practical teacher, presents case studies that demonstrate how to employ influencing techniques to sell your ideas and yourself to your colleagues. At the end of each chapter, the author asks you illuminating questions based on your own experience. While Oade's contribution isn't deep in new ideas, she does provide a good orientation, and her advice helps you consider other people's perspectives. getAbstract recommends her insights to anyone who wants to boost their influence. Everyone who works with other people will find it helpful.

Introduces you to a valuable set of tools enabling you to build influence, promote your interests and get buy-in to your plans and proposals. The book will enable you to identify your own workplace values and those of your key colleagues and understand how to retain the influence you have already gained and stand by your values under pressure.

'Aryanne has produced a very comprehensive exposition of the dynamics of influence in the workplace. It is grounded in practical and down to earth language and examples. This book is a must for those who seek to understand better and to develop their influencing effectiveness.' - Philip P. Anderson, Group Head of Executive Development and Succession, AIB 'Building Influence in the Workplace provides the reader with an excellent model by which to analyse how they currently influence others and where and how they can improve their skill in this area. Easy to read and understand, with plenty of reflection points, readers who are committed to developing themselves in this area will find this coaching approach supportive and thought-provoking. I particularly liked Aryanne's challenge to her readers to consider the 'price' of being more influential and whether they are ready for the responsibilities greater influence brings.' - Amanda Whiteford, Head of Learning and Development, Tube Lines 'This is an engaging and straight forward guide to influencing. The book will be of value to anyone who needs to influence others in a professional environment. It uses well thought out case studies to help the reader understand the different ways to influence others. The book provides exercises to help you get the most from each chapter and to consider how you can apply the learning from the case studies. It is written in a clear, concise and jargon-free style which makes it an easy and informative read.' - Dr Julie Hodges, Senior Teaching Fellow in Organisational Behaviour and Director of the Full Time MBA Programme, Durham University Business School 'Aryanne has tackled this thorny topic very well, with a highly readable and practical guide for managers and employees at all levels within an organisation. Aryanne's analysis and guidance encourages the reader to look inwards as well as outwards in developing highly valuable skills for success in the workplace and indeed in life.' - Kate Thurman, Partner, New Bond Street Asset Management, former Director, Dresdner Kleinwort 'This book is an easy to read and practical guide to how to manage relationships at work effectively and successfully. It encourages the reader to reflect on and assess their own work experiences, and uses case studies to reinforce learning points. Its aim is to steer the reader to think not just about what he or she wants to achieve but how to go about achieving it.' - Srephen Jack, Group Chief Financial Officer, Compagnie Financiere;re TraditionAbout the AuthorARYANNE OADE is a Chartered Psychologist and the owner of an established and successful coaching and development business. Aryanne regularly works with senior level clients on the complex interpersonal issues surrounding building and retaining influence at work. Since 1994 she has designed and delivered over 140 bespoke executive coaching programmes and over 110 tailored professional skills workshops for managers and leaders across the UK, Europe and North America. Most of these programmes have involved working with clients on key workplace influencing issues. Aryanne has also run twenty four workshops on the skills of gaining and sustaining influence at work for five investment banks. Aryanne has appeared on C4 speaking about customer complaints handling, has given an address on 'Creativity in Business' at the British Association for the Advancement of Science and has appeared on Radio 4 speaking on the same topic. She has spoken at both the Leeds and York Institute of Directors Breakfast Meetings on 'Politics, Power and Profit'; and once at the British Psychological Society's Annual Conference on 'Stress Levels Among South Yorkshire Probation Officers.' She is a member of the British Psychological Society's Special Group in Coaching Psychology and holds general membership at the Division of Occupational Psychology. She is also a Member of the Association for Coaching. Aryanne lives on a farm in Yorkshire from where she runs her business. [www.oadeassociates.com](http://www.oadeassociates.com)