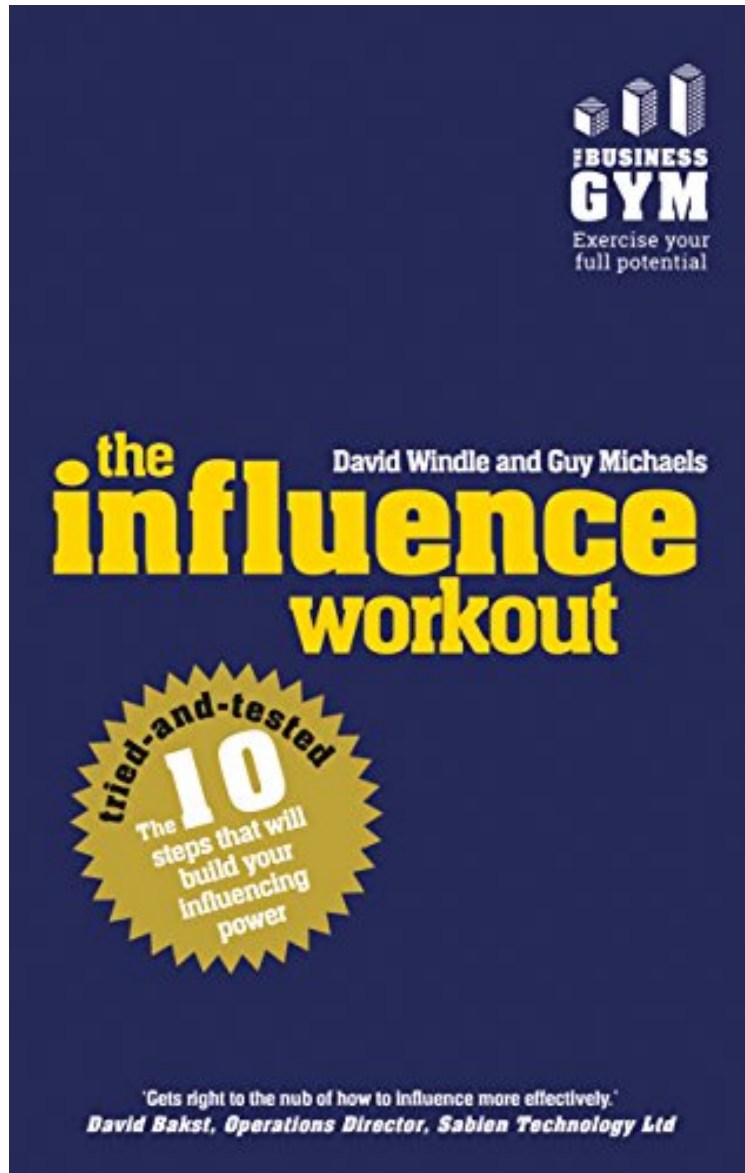


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The Influence Workout: The 10 steps proven to boost your powers of persuasion

David Windle, Guy Michaels

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David Windle, Guy Michaels : The Influence Workout: The 10 steps proven to boost your powers of persuasion before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Influence Workout: The 10 steps proven to boost your powers of persuasion:

0 of 0 people found the following review helpful. Boost Your Influencing Power By Derrick Kon This book 'the influence workout' is a concise and succinctly written book for boosting your influencing skills. The book has 3

main parts. Part 1 covers the 10 key steps to greater influence in separate chapters. These 10 steps are: 1. Relationships 2. The body of influence 3. Maximise your voice 4. Present with Power 5. Know yourself 6. Words 7. Your audience is all that matters 8. Communicate well 9. Be authentic, be concise 10. Play the long game Each of these 10 chapters has a jargon free well-written introduction, follow by discussion, a case study example, exercise and call to action pointers. Part 2 provides useful examples of important influencing situations using the skills discussed in Part 1. Part 3 then covers 10 more challenging influencing situations. Overall, I find the book very readable, comprehensive and useful. This will be a great book to have for anyone wanting to master the key skills of influencing.

The Business Gym - Exercise your full potential! The tried and tested way to build and develop your influencing skills.

From the Back Cover Take your performance to the next level with our tried-and-tested guide on influence. The Influence Workout has been specially developed to be clear, simple, very easy to follow and highly effective. Our unique pre-workout test will help you identify your weak and strong points and the straightforward 10-step improvement plan will show you how you can quickly boost your skills. Test yourself - Start by finding out your current confidence and knowledge of influence Follow the 10 Steps - Learn everything you need to know to become an expert influencer Take action - Experience 10 situations where you can apply your new-found skill in real life Face your fears - Take on 10 common influencing challenges to test your skills and find out how to handle them. This book really works. And just to be sure, it's already been tested on over fifty readers just like you. Start your influence workout today and begin exercising your full potential. About the Author David Windle and Guy Michaels formed Opposite Leg Training in 2006 and have been delivering dynamic and exciting presentation and communication skills training to a wide range of clients from all sectors ever since. Their clients have included UNICEF, NHS, Pearson, Accenture, Ernst and Young, Barclays Wealth, Hitachi. They have also worked in many universities - Middlesex, Goldsmiths, Canterbury Christchurch - and educational establishments working with trainees, teachers and lecturers to develop their Classroom Presence.