



Guide to Managerial Persuasion and Influence

Jane P. Thomas

Prentice Hall Series in
Advanced Business Communication

Guide To Managerial Persuasion And Influence

John X. Wang



Guide To Managerial Persuasion And Influence:

Guide to Managerial Persuasion and Influence Jane Thomas, The Art of Influencing and Persuasion: How Managers Can Put 'Square Pegs' into 'Round Holes' Eddie Fisher, Yorkys Santana Gonzalez, 2013-08-14 Research Paper postgraduate from the year 2013 in the subject Business economics Business Management Corporate Governance Universidad de Oriente in Santiago de Cuba language English abstract The ability to influence and persuade others at work has become an increasingly important managerial skill to achieve work goals and objectives to drive businesses forward in today's demanding and competitive work environments This paper investigates and provides a deeper understanding of what positive effects knowledge and application of the concepts of influencing and persuasion can have on managers the people they manage and the organisations they work for The results show that the performance of managers is positively influenced by how they influence and persuade people at work The outcome of a literature review suggests that there is no conclusive evidence of what makes an effective manager at work that is good at influencing and persuading others Outputs from face to face and a focus group meeting with final year social psychology students from the Universidad de Oriente in Santiago de Cuba closed this gap by suggesting an effective influencing and persuasion skills set that when applied appropriately could guide managers how to influence and persuade others successfully The outcome of this research is applicable and relevant to managers in any working environment such as Telecommunications Utilities Banking or Automotive The proposed skills set of what makes an effective influencing and persuading manager at work can be applied globally although the prevailing cultural diversities in different countries should be considered Keywords Influencing persuading attitudes work performance managing people Authors 1 2 Eddie Fisher and Yorkys Santana Gonzalez 1 Faculty of Social Sciences Universidad de Oriente Santiago de Cuba Cuba 2 Univerzita Palackeho Olomouc Czech Republic Correspondence Prof Eddie Fisher 8 Kendal Swindon Wiltshire SN5 8HW United Kingdom Tel 44 1793 490423 E mail eddie.fisher@btinternet.com Leadership Communication Skills for Intercultural Management Apoorva Bharadwaj, 2024-04-03 Intercultural business communication has assumed enormous significance in recent times for corporate leaders for transmitting and disseminating ideas across borders and for achieving organisational goals This book provides a comprehensive introduction to communication strategies in business with a focus on diversity management skills Culturally congruent communication competencies play an essential role in fostering productive conversations in transnational markets This book includes in depth research that explores key communication skills like negotiations leadership persuasion argumentation and corporate etiquette for professionals working in multinational realms of international commerce It discusses intercultural management theories non verbal communications and effective methods of communicating in virtual environments The book also highlights the role and importance of diversity management in steering and helming multicultural teams and the expertise needed to manage stressful and challenging communication scenarios in variegated geo cultural workspaces Part of the Contemporary Themes

in Business and Management series this book will be useful for scholars and researchers of management studies business communications communication studies business economics business ethics and digital communication as well as for corporate professionals working with multinationals

The Etiquette Edge Beverly Langford, 2016-08-23 In today's culture where rudeness is unfortunately becoming more routine a strong competitive advantage goes to those who have sharpened the forgotten but fundamental skill of courtesy Intelligence ambition and skill will start you on the road to success but without strong communications skills social savvy and a sense of appropriate behavior you won't get far In *The Etiquette Edge* you will get a crash course in the entire field of modern business manners From interviewing etiquette and dress codes to working in close quarters and communicating upward you'll master the essentials of making a great impression and building relationships including The dos and don'ts of smartphone usage Handling difficult conversations with tact and finesse Checking your texts and emails for content and tone before you hit send Creating a polished image on social media Conducting meetings with poise and confidence Your coworkers and competitors are highly educated ferociously go-getting and great at their job just like you If you want to truly distinguish yourself from the crowd focus on gaining the etiquette edge

[Learning Culture and Language through ICTs: Methods for Enhanced Instruction](#) Chang, Maiga, Kuo, Chen-Wo, 2009-05-31 This book offers readers an authoritative reference to the current progress of Chinese language and cultural e-learning Provided by publisher

Public Speaking for Leaders Apoorva Bharadwaj, Pragyan Rath, 2021-06-23 This book studies the art of public speaking as oration instead of just ornamentation It repositions public speaking as a fundamental business leadership act and a solution enabling and problem-solving communication approach Drawing on in-depth case studies it considers various situations that a managerial leader encounters and delivers speech solutions as strategic manoeuvres for attaining desired targets The volume Deals with public speaking exclusively from a business perspective Produces a workable manual of managerial public speaking that introduces the concept of oration as Or Action oratory that leads to desired action Presents a variegated analysis of speech texts from history politics fiction social media film industry platform content and business product presentations Customises speeches into unique speech clusters where readers can readily find the type of speech texts they require for their own specific content development The first of its kind this book will be a key text for entrepreneurs corporate managers academic practitioners and executives It will also be of interest to students and researchers of behavioural economics rhetoric strategy communication studies business communication fiction theory generation studies and virtual reality studies

Teaching and Learning with Virtual Teams Ferris, Sharmila Pixy, Godar, Susan H., 2005-10-31 This book investigates issues around teams in the virtual and hybrid classroom offering a view of current research and practice on the subject of virtual and collaborative teams in teaching and learning Provided by publisher

From Aspiring to Inspiring: A Guide for New Managers on the Rise Gerard Assey, 2023-09-06 *From Aspiring to Inspiring: A Guide for New Managers on the Rise* is a comprehensive handbook designed

to equip newly promoted managers and aspiring leaders with the essential skills and knowledge to succeed in their roles From the moment you step into a managerial position this book will guide you through the challenges and opportunities that lie ahead Each chapter explores a specific skill or attribute crucial for managerial success such as leadership communication decision making problem solving influence and more Practical insights real world examples and actionable strategies are provided to help you navigate the complexities of your new role Drawing inspiration from successful leaders and corporate examples this book offers valuable lessons and best practices to apply in your own managerial journey Whether you are looking to enhance your existing skills or prepare for future leadership roles this book serves as a trusted companion providing guidance encouragement and a roadmap for personal and professional growth Unlock your full potential make a positive impact on your team and become the exceptional manager you aspire to be with the insights and practical advice shared in this book

Guide to PowerPoint Mary Munter,Dave Paradi,2009 Munter Paradi is a clear concise and practical guide for classes that practice effective presentation skills If you need to achieve results through PowerPoint presentations then this book is for you The content can be used in several settings educational managerial government professional

The Ultimate Sales Training Workshop: A Hands-On Guide for Managers Gerhard Gschwandtner,2006-10-23 The Ultimate Sales Training Workshop is an invaluable one stop training course from selling powerhouse Gerhard Gschwandtner featuring 15 easy to implement workshops on vital sales topics [Guide to Interpersonal Communication](#) Joann Baney,2004

Brief practical and reader friendly this is a handy guide for improving your business interactions and relationships It offers clear straightforward tools useful in a professional context with an easy to skim format and a direct matter of fact tone KEY TOPICS This book gives practical advice on how to improve the foundational interpersonal communication skills of listening feedback asking and responding to questions and adjusting to others styles It offers step by step recommendations for approaching such common interactions as interviewing negotiating and conducting performance appraisals MARKET This direct step by step guide for interpersonal communication skills is a necessary read for people who communicate in professional contexts such as managers supervisors and executives in any business or professional arena *What Every*

Engineer Should Know About Business Communication John X. Wang,2008-05-15 Engineers must possess a range of business communication skills that enable them to effectively communicate the purpose and relevance of their idea process or technical design This unique business communication text is packed with practical advice that will improve your ability to

Market ideas Write proposals Generate enthusiasm for research De *Strategic Public Relations Management* Erica Weintraub Austin,Bruce E Pinkleton,Bruce E. Pinkleton,2006-11-06 Helps readers move from a tactical public relations approach to a strategic management style This book demonstrates skillful use of research and planning techniques providing research methods that make use of the Internet and programs aiding data entry and analysis **Workplace Mental Health**

Manual for Nurse Managers Lisa Y. Adams,2014-07-17 This text provides a comprehensive overview if not thesis of the

contributing factors to workplace stress and how to revisit them and our own mental health How can nurses and health care workplaces expect to offer health and healing when such basic foundational human dynamics of mental health are not addressed This work opens the door to both the dynamics and the deep dimensions of the root issues facing humanity and our places of work and play Jean Watson PhD RN AHN BC FAAN From the Foreword This is a wonderful addition to leadership and management personnel and a good resource for any nurse Too often nurses hide these issues and we need to make others aware of what can occur and take steps to bring these conditions out in the open It is definitely a worthwhile addition to any nursing library Weighted Numerical Score 100 5 Stars Doody s Book Reviews Today s health care landscape has brought many changes challenges and even turmoil to the workplace stressors that can threaten the mental health of even the most stalwart and resilient of nurses Targeting the complex set of stressors found in health care work environments this unique practical resource describes the impact of bullying harassment addictions violence and other triggers and the resulting adverse physiological and behavioral responses in these facilities It presents evidence based strategies to help health care professionals cope with unhealthy work environments The book describes the characteristics of health care work environments that promote stress at personal and organizational levels and their impact on the mental health of individuals working in them It offers insight into individual and group dynamics and the role of the health care institution workplace management and individual employee in fostering both healthy and unhealthy work environments The book investigates a variety of situations that can erode mental health among coworkers and offers evidence based improvement strategies for creating healthier more respectful workplace environments Case studies specific program development initiatives and examples of personal professional and organizational approaches to ameliorate adverse behaviors are included Readers of this book will be well armed to cope with any unprofessional disrespectful behavior on the part of their professional colleagues It will be useful in undergraduate and graduate nursing programs and health care leadership and management courses and as a quick reference for all health care professionals dealing with mental health problems in the workplace Key Features Presents proven strategies for improving mental health in all health care work environments Discusses theory and philosophical underpinnings for mental health in the workplace including good business sense Provides case studies and precedent setting examples Explores policy implications and program development initiatives that can be used to improve workplace environments Addresses legal and ethical obligations for facilitating workplace mental health

HBR's 10 Must Reads for New Managers Collection Harvard Business Review, Michael D. Watkins, Peter F. Drucker, W. Chan Kim, Renee A. Mauborgne, 2019-04-16 Learn to lead others while managing yourself Becoming a manager for the first time means mastering a new set of business and personal skills HBR s 10 Must Reads for New Managers Collection offers the ideas and strategies to help get you there Included in this set are HBR s 10 Must Reads for New Managers HBR s 10 Must Reads on Managing People HBR s 10 Must Reads on Managing Yourself and HBR s 10 Must Reads on Managing Across Cultures This

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[Islamic Perspectives on Management and Organization](#) Abbas J. Ali,2005-01-01 Scholars and practitioners who specialize in business economics international relations religion and sociology will find this book a necessary resource for broadening their understanding of the religious and cultural aspects of conducting business across cultures The comprehensive and original coverage of the book will prove useful in understanding business cultural and philosophical issues related to the Islamic World **BOOK JACKET**

Ethics and Values in Healthcare Management Souzy Dracopolou,2006-06-19 Healthcare management is a burning issue at the moment and this timely and topical book explores the ethical issues that arise in the context of healthcare management Among the topics discussed are healthcare rationing including an exposition and defence of the Qaly criterion of healthcare rationing and an examination of the contribution that ethical theory can make to the rationing debate an analysis of how managers can be preoccupied with the goals of management and the values of doctors simultaneously an outline of potential guidelines towards formulating a cohesion of healthcare management and ethical management and a reassessment of the role of healthcare professionals Ethics and Values in Healthcare Management provides a valuable and much needed analysis of the ethical problems associated with healthcare management and offers some solutions towards ameliorating healthcare organisations

[HBR Guides to Performance Management Collection \(4 Books\) \(HBR Guide Series\)](#) Harvard Business Review,Mary Shapiro,2017-11-14 If you manage a team you need to be able to measure and manage their performance From establishing a performance review cycle and building toward your year end assessment to providing individual feedback and coaching and establishing group cohesion and accountability this collection teaches you the skills you need to inspire your team to greater success This specially priced four volume set includes books from the HBR Guide series on the topics of Performance Management Coaching Employees Delivering Effective Feedback and Leading Teams You ll learn how to Set and adapt employee and team goals Assess performance fairly Coach your employees through tough situations React calmly

if someone gets defensive when you deliver feedback Create plans for individual development Rethink how you use performance ratings Avoid burnout on your team Foster group camaraderie and cooperation Hold your team accountable Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges The Complete Project Management Office Handbook Gerard M. Hill, 2013-09-05 This updated and completely revised edition of a bestseller extends the concepts and considerations of modern project management into the realm of project management oversight control and support Illustrating the implications of project management in today's organizations The Complete Project Management Office Handbook Third Edition explains how to use the project management office PMO as a business integrator to influence project outcomes in a manner that serves both project and business management interests Helping you determine if a PMO is right for your organization this edition presents a five stage PMO competency continuum to help you understand how to develop PMOs at different competency levels and associated functionalities It also identifies five progressive PMO development levels to help you identify which level is best for your organization Updates to this edition include A refinement of the 20 PMO functions that guide PMO setup and operations A new section that provides an effective evaluation of PMO maturity indicators based on the prescribed 20 PMO functions presented in the handbook A new section on Establishing a Project Management Office that details a comprehensive process for determining the needs purpose and functionality for a new PMO Best practices that have cross industry value and applicability The book includes checklists detailed process steps and descriptive guidance for developing PMO functional capability The up to date PMO model defined will not only help you better understand business practices in project management but will also help you to adapt and integrate those practices into the project management environment in your organization For anyone associated with start up and smaller PMOs the book explains what can be done to create less rigorous PMO functional capabilities It also includes helpful insights for those who need to specify and demonstrate quick wins and early PMO based accomplishments in their organization

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gaps toxic behaviours or missed opportunities in real time In addition to traditional undercover strategies UBCD integrates the use of modern technology hidden cameras AI analytics communication trackers and behavioural tools to aid covert observation ethically and legally It also offers 25 creative makeover ideas for the physical transformation of bosses into relatable employees or customers Beyond tactics this book provides long term strategies for building stronger teams improving loyalty encouraging open communication and crafting a thriving company culture It empowers leaders to design better workflows eliminate workplace blind spots and plan more effective interventions all based on real data not filtered reports Whether you re a CEO looking to uncover truths no report can show a founder seeking deeper engagement with frontline workers or a director aiming to close the gap between vision and execution this book offers a complete roadmap It s a must read for leaders who value authenticity over assumptions and results over routine Undercover BOSS CEO DIRECTOR UBCD isn t about hiding who you are it s about revealing what your organisation really is Step into the shadows Watch what happens when no one is watching And use what you find to lead with unmatched clarity compassion and power

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