Influence without Authority

SECOND EDITION of the classic work

How to Lead People Who Don’t Report to You

How to Build Effective Relationships and Create Allies

How to Influence Your Boss, Peers, Clients, and Other Partners

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In organizations today, getting work done requires political and collaborative skills. That’s why the first edition of this book has been widely adopted as a guide for consultants, project leaders, staff experts, and anyone else who does not have direct authority but who is nevertheless accountable for results. In this revised edition, leadership gurus Allan Cohen and David Bradford explain how to get cooperation from those over whom you have no official authority by offering them help in the form of the “currencies” they value. This classic work, now revised and updated, gives you powerful techniques for cutting through interpersonal and interdepartmental barriers, and motivating people to lend you their support, time, and resources.
التأثير بدون سلطة (الطبعة الثانية)

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تتطلب عملية إقامة الأفعال في منظمات اليوم، مهارات سياسية وتعاونية ولهذا هذا هو السبب وراء اختيار الطبعة الأولى من الكتاب كدليل للمستشارين وقادة المشاريع و خبراء فرق العمل للأي شخص ليس لديه السلطة المباشرة ولكن مسؤول عن النتائج. وفي الطبعة المراجعة قام المعلمو القيادة: ألين كوهن وديفيد برادفورد كيف تحقق التعاون من هؤلاء الذين ليس لديهم سلطة رسمية عليهم من خلال تقديم المساعدة لهم في شكل "العملة" التي يقدرونها ومن أجل ذلك يعطي هذا الكتاب الكلاسيكي الذي تمت مراجعته وتحديثه، لك تقنيات قوية للتغلب على العوائق الشخصية وならない ويجدر الكتاب الأشخاص على منحك دعمهم وقتهم ومواردهم.
Leaders who are able to influence others without using authority to gain compliance can help do away with these destructive behaviors. They are able to collaborate and. Even after spending years in a leadership position, many leaders fail to live up to their full potential. Why? Because leadership requires you to build a strong network and accomplish results through other people, including those who you may not have any formal authority to control. Like good relationships, strong, broad networks don’t just happen. I have been asked countless times in leadership sessions; ‘How do I get my boss to…?’ They essentially ask, ‘How can I influence someone over whom I have no authority?’ The answer is simple. I am not saying it’s easy, but it is simple: Welcome to the world of sales. Influence without authority, whether targeting your boss, your customer, peers or spouse is selling. And it is at this point that the participant turns off; shuts down a bit. Perhaps you’re shutting down right now in reading this, and why do you think that is?