



Advocates Enemies: How to Build Practical Strategies to Influence Your Stakeholders (Paperback)

By Colin Gautrey

The Gautrey Group, United Kingdom, 2011. Paperback. Book Condition: New. 200 x 126 mm. Language: English . Brand New Book ***** Print on Demand *****.Sorting your Enemies from your Advocates, your Players from your Critics, is just one step in the Stakeholder Influence Process described in this book. Developed by the author while working with executives, leaders, and managers around the world, this process is powerful and simple. It will help you to achieve your goals faster and with greater buy-in. In just one hour you can be up and running with a new strategy to influence your stakeholders. Don t buy this book if you have the time and inclination for studying theoretical concepts. You ll be disappointed in less than an hour. Do buy this book if you re in a hurry and want to accelerate your achievements and your goals. You ll be moving faster in less than an hour. Reviews Colin is very engaging in his workshops and it is great to see the way he has captured his energy and enthusiasm, along with his simple techniques, in such a concise book. I think you re going to enjoy this and I hope it brings you...

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