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Influencer: The New Science of Leading Change, Second Edition is one of those books. The framework is a six-quadrant grid meant to help identify ways to influence key behaviors in ourselves and others. But before we get into the meat of it, let's get one quick piece of business out of the way: You deal with people, and you care about influencing

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change to one degree or another.

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Influencer seeks to help us to understand how to successfully

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influence change and what we might have done wrong in our failed attempts to influence others to change. Six Sources of Influence. Key to Influencer is the idea that there are six powerful sources of influence that most of us don't use in the right proportions or at the right time.

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## **Book Review-Influencer: The New Science of Leading Change**

This document contains a summary of key points, some observations, and some group discussion questions for “Influencer: the New Science of Leading Change” by Joseph Grenny, Kerry Patterson, David Maxfield, Ron McMillan, Al Switzer. Though this guide supports

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group discussion, you may also find it useful as an individual study guide.

## **Influencer: The New Science of Leading Change Study Guide**

Like. “At the end of the day, what qualifies people to be called “leaders” is their capacity to influence others to change their behavior in order to



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achieve important results.”. — Kerry Patterson, Influencer: The New Science of Leading Change, Second Edition. 5 likes.

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Influencer: The New Science of Leading Change, Second Edition, Joseph Grenny - McGraw-Hill - 2013 The authors use at least a dozen different 'Influencers' to make their point. They readily argue that just about anything (aside from gravity) can be changed if handled correctly.

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