



# The New Influencing Toolkit: Capabilities for Communicating with Influence

*T. Baker*

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## **The New Influencing Toolkit: Capabilities for Communicating with Influence** T. Baker

Without influence, managers are ineffective. In today's workplace, managers need to influence up, down and increasingly, sideways as organizations become less hierarchical. This book is expertly designed to diagnose and develop managerial influence, focusing on four key strategies: investigating, calculating, motivating and collaborating.

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