



The Influence Edge: How to Persuade Others to Help You Achieve Your Goals

Alan Vengel

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In order to succeed in the new business environment, workers must learn how to influence people over whom they have no direct control. In this book, an experienced organizational consultant shows readers how to build alliances and persuade peers, not just boss them around. He uses case studies and anecdotes from his own practice to illustrate specific tactics that can be used in any work situation.



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