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of real people who are highly adept at affecting change, the authors present information rooted in psychology research and give you the tools you need to increase your influence over others.

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McMillan is a leadership speaker and consultant. Al Switzler is a training expert and faculty member at the University of Michigan.

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dozens of helpful tactics to spark optimism and apply the right way. Constructive self-criticism will enable you to focus on what deprives you of influence.

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"Influencer: the New Science of Leading Change" by Joseph Grenny, Kerry Patterson, David Maxfield, Ron McMillan, Al Switzer. Though this guide supports group discussion, you may also find it useful as an individual study guide. Note to

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participant: You will likely gain more from the book if you read a small amount at one sitting and put some

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The six sources of influence model is a powerful model

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for change. I first learned about the Six Sources of Influence from my Influencer Training at Microsoft. The Influencer Training is based on the book, Influencer: The Power to Change Anything , by Kerry Patterson, Joseph Grenny, David Maxfield,

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Ron McMillan, and
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this year as a reference for an upcoming change to corporate culture. I was curious to read about it, and understand what to expect in the coming year. I could not get much out of it, beyond one point: making a real and lasting

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change requires identifying and changing vital behavior.

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they want. Kerry Patterson and his fellow authors, outline each of the 6 Sources of Influence and the tactics on how to get each source working for you. Change Anything includes real life examples of people who have

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you're a CEO, a parent, or just someone who wants to make a difference, you probably wish you had more influence in your life. The truth is we all want to be more influential. Hardly a [...]

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“leaders” is their capacity to influence others to change their behavior in order to achieve important results. Now,” — Kerry Patterson, Influencer: The New Science of Leading Change, Second Edition

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