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Guide to Managerial Persuasion and Influence

PRENTICE HALL SERIES IN
ADVANCED BUSINESS COMMUNICATION

Jane P. Thomas



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Guide To Managerial Persuasion And Influence

Eddie Fisher, Yorkys Santana Gonzalez



Guide To Managerial Persuasion And Influence:

Guide to Managerial Persuasion and Influence Jane Thomas, **The Art of Influencing and Persuasion: How Managers Can Put 'Square Pegs' into 'Round Holes'** Eddie Fisher, Yorkys Santana Gonzalez, 2013-08-14 Research Paper postgraduate from the year 2013 in the subject Business economics Business Management Corporate Governance Universidad de Oriente in Santiago de Cuba language English abstract The ability to influence and persuade others at work has become an increasingly important managerial skill to achieve work goals and objectives to drive businesses forward in today's demanding and competitive work environments This paper investigates and provides a deeper understanding of what positive effects knowledge and application of the concepts of influencing and persuasion can have on managers the people they manage and the organisations they work for The results show that the performance of managers is positively influenced by how they influence and persuade people at work The outcome of a literature review suggests that there is no conclusive evidence of what makes an effective manager at work that is good at influencing and persuading others Outputs from face to face and a focus group meeting with final year social psychology students from the Universidad de Oriente in Santiago de Cuba closed this gap by suggesting an effective influencing and persuasion skills set that when applied appropriately could guide managers how to influence and persuade others successfully The outcome of this research is applicable and relevant to managers in any working environment such as Telecommunications Utilities Banking or Automotive The proposed skills set of what makes an effective influencing and persuading manager at work can be applied globally although the prevailing cultural diversities in different countries should be considered Keywords Influencing persuading attitudes work performance managing people Authors 1 2 Eddie Fisher and Yorkys Santana Gonzalez 1 Faculty of Social Sciences Universidad de Oriente Santiago de Cuba Cuba 2 Univerzita Palackého Olomouc Czech Republic Correspondence Prof Eddie Fisher 8 Kendal Swindon Wiltshire SN5 8HW United Kingdom Tel 44 1793 490423 E mail eddie.fisher@btinternet.com *Leadership Communication Skills for Intercultural Management* Apoorva Bharadwaj, 2024-04-03 Intercultural business communication has assumed enormous significance in recent times for corporate leaders for transmitting and disseminating ideas across borders and for achieving organisational goals This book provides a comprehensive introduction to communication strategies in business with a focus on diversity management skills Culturally congruent communication competencies play an essential role in fostering productive conversations in transnational markets This book includes in depth research that explores key communication skills like negotiations leadership persuasion argumentation and corporate etiquette for professionals working in multinational realms of international commerce It discusses intercultural management theories non verbal communications and effective methods of communicating in virtual environments The book also highlights the role and importance of diversity management in steering and helming multicultural teams and the expertise needed to manage stressful and challenging communication scenarios in variegated geo cultural workspaces Part of the Contemporary Themes

in Business and Management series this book will be useful for scholars and researchers of management studies business communications communication studies business economics business ethics and digital communication as well as for corporate professionals working with multinationals Learning Culture and Language through ICTs: Methods for Enhanced Instruction Chang, Maiga,Kuo, Chen-Wo,2009-05-31 This book offers readers an authoritative reference to the current progress of Chinese language and cultural e learning Provided by publisher **The Etiquette Edge** Beverly Langford,2016-08-23 In today s culture where rudeness is unfortunately becoming more routine a strong competitive advantage goes to those who have sharpened the forgotten but fundamental skill of courtesy Intelligence ambition and skill will start you on the road to success but without strong communications skills social savvy and a sense of appropriate behavior you won t get far In **The Etiquette Edge** you will get a crash course in the entire field of modern business manners From interviewing etiquette and dress codes to working in close quarters and communicating upward you ll master the essentials of making a great impression and building relationships including The dos and don ts of smartphone usage Handling difficult conversations with tact and finesse Checking your texts and emails for content and tone before you hit send Creating a polished image on social media Conducting meetings with poise and confidence Your coworkers and competitors are highly educated ferociously go getting and great at their job just like you If you want to truly distinguish yourself from the crowd focus on gaining the etiquette edge **Public Speaking for Leaders** Apoorva Bharadwaj,Pragyan Rath,2021-06-23 This book studies the art of public speaking as oration instead of just ornamentation It repositions public speaking as a fundamental business leadership act and a solution enabling and problem solving communication approach Drawing on in depth case studies it considers various situations that a managerial leader encounters and delivers speech solutions as strategic manoeuvres for attaining desired targets The volume Deals with public speaking exclusively from a business perspective Produces a workable manual of managerial public speaking that introduces the concept of oration as Or Action oratory that leads to desired action Presents a variegated analysis of speech texts from history politics fiction social media film industry platform content and business product presentations Customises speeches into unique speech clusters where readers can readily find the type of speech texts they require for their own specific content development The first of its kind this book will be a key text for entrepreneurs corporate managers academic practitioners and executives It will also be of interest to students and researchers of behavioural economics rhetoric strategy communication studies business communication fiction theory generation studies and virtual reality studies **Teaching and Learning with Virtual Teams** Ferris, Sharmila Pixy,Godar, Susan H.,2005-10-31 This book investigates issues around teams in the virtual and hybrid classroom offering a view of current research and practice on the subject of virtual and collaborative teams in teaching and learning Provided by publisher PowerPoint Presentation Paradi,2004 *Guide to PowerPoint* Mary Munter,Dave Paradi,2009 Munter Paradi is a clear concise and practical guide for classes that practice effective presentation skills If you

need to achieve results through PowerPoint presentations then this book is for you The content can be used in several settings educational managerial government professional *What Every Engineer Should Know About Business Communication* John X. Wang,2008-05-15 Engineers must possess a range of business communication skills that enable them to effectively communicate the purpose and relevance of their idea process or technical design This unique business communication text is packed with practical advice that will improve your ability to Market ideas Write proposals Generate enthusiasm for research De *Guide to Interpersonal Communication* Joann Baney,2004 Brief practical and reader friendly this is a handy guide for improving your business interactions and relationships It offers clear straightforward tools useful in a professional context with an easy to skim format and a direct matter of fact tone KEY TOPICS This book gives practical advice on how to improve the foundational interpersonal communication skills of listening feedback asking and responding to questions and adjusting to others styles It offers step by step recommendations for approaching such common interactions as interviewing negotiating and conducting performance appraisals MARKET This direct step by step guide for interpersonal communication skills is a necessary read for people who communicate in professional contexts such as managers supervisors and executives in any business or professional arena *The Common-Sense Guide to Improving the Safeguarding of Children* Terry McCarthy,2015-02-21 This book presents a simple and direct three step approach for developing effective safeguarding practice providing structured guidance for frontline managers and practitioners **The Corporate Manager's Guide to Better Communication** William Charles Redding,1984 **The Complete Idiot's Guide to Leadership** Andrew J. Dubrin,1997-10-15 You re no idiot of course You handle your work assignments monitor the progress of your workgroup and meet your goals But when it comes to inspiring others and creating change in your organization you re confused about what to do next Want some help The Complete Idiot s Guide to Leadership shows you how to start thinking and acting like a leader who can help people perform well and meet organizational goals for increased productivity quality and customer satisfaction **Managerial Communication** Geraldine E. Hynes,Jennifer R. Veltsos,2018-01-20 A Practical Strategic Approach to Managerial Communication Managerial Communication Strategies and Applications focuses on communication skills and strategies that managers need to be successful in today s workplace Known for its holistic overview of communication solid research base and focus on managerial competencies this text continues to be the market leader in the field In the Seventh Edition author Geraldine E Hynes and new co author Jennifer R Veltsos preserve the book s strategic perspective and include new updates to reflect the modern workplace The new edition adds a chapter on visual communication that explains how to design documents memorable presentations and impactful graphics New coverage of virtual teams virtual presentations and online communication help students avoid common pitfalls when using technology This is probably the best book on Managerial Communication in the market Astrid Sheil California State University San Bernardino **The Oxford Handbook of Evidence-based Management** Denise M. Rousseau Ph.D.,2012-04-27 From

medicine to education evidence based approaches aim to evaluate and apply scientific evidence to a problem in order to arrive at the best possible solution Thus using scientific knowledge to inform the judgment of managers and the process of decision making in organizations Evidence based Management EBMgt is the science informed practice of management Written by leading experts in the study and practice of EBMgt The Oxford Handbook of Evidence based Management provides an overview of key EBMgt ideas and puts them in context of promoting evidence based practice Furthermore it addresses the roles and contributions of practitioners educators and scholars the primary constituents of EBMgt while providing perspectives and resources for each Divided into three sections research practice and education this handbook examines the realities of everyday management practice and the role EBMgt can play in improving managerial decision making and employee well being and instructs educators in their roles as designers of curricula and resources As the first major volume to capture the spirit of this emerging movement The Oxford Handbook of Evidence based Management shows how practitioners can use high quality knowledge gleaned from scientific research in order to make better use of available data and ultimately make more mindful decisions *Project Management* Jack R. Meredith, Samuel J. Mantel, Jr., 2011-08-23 As the use of project management to accomplish organisational goals continues to grow skills related to understanding human behavior evaluating organisational issues and using quantitative methods are all necessary for successful project management Meredith and Mantel have drawn from experiences in the workplace to develop a text that teaches the student how to build skills necessary for selecting initiating operating and controlling all types of projects *A Contemporary Look at Business Ethics* Ronald R. Sims, 2017-07-01 A Contemporary Look at Business Ethics provides a present day look at business ethics to include the challenges opportunities and increased need for ethical leadership in today s and tomorrow s organizations The book discusses current and future business ethics challenges issues and opportunities which provides the context leaders and their organizations must navigate The book includes an in depth look at lessons learned about the causes of unethical behavior by examining a number of real world examples of ethical scandals from around the world that have taken place over the past few decades The analysis of the various ethical scandals focuses on concepts like ethical versus unethical leadership received wisdom the bottom line mentality groupthink and moral muteness all of which contribute to the kind of organizational culture and ethical behavior one finds in an organization The book discusses ethical decision making in general and the increased role of religion and spirituality in confronting unethical behavior in contemporary organizations The book also takes an in depth look at the impact ethical scandals have on employees and more specifically the psychological contract and person organization ethical fit with the goal of identifying along with other things what leaders can do to restore relationships with employees and rebuild the organization s reputation in the eyes of various stakeholders *Corporate Social Responsibility for Sustainable Tourism* Xavier Font, Jennifer Lynes, 2020-05-21 This comprehensive volume considers the corporate social responsibility CSR of tourism and hospitality firms towards stakeholders exploring

CSR in terms of broad stakeholder accountability by considering both the scope of reporting and the quality of stakeholder engagement The authors analyse how CSR contributes to shareholder accountability i e as financial performance by developing a multiple attribute decision making model to deploy CSR resources analysing how CSR contributes to the management of systematic risk as part of an internationalisation strategy and showing how philanthropy is used as a legitimisation tool The authors then review how managers negotiate CSR priorities within their organisational strategy by accounting for the utility gained by family firms from ecological and social outcomes in comparison with profit outcomes analysing the trade offs of co constructing a sustainability innovation and weighting factors in water planning They also review how employees are central to the delivery of CSR actions by exploring how green organisational culture affects organisational citizenship behaviour how organisational green practices impact an organisation s image and its customers environmental consciousness and behavioural intentions and how organisational CSR affects employee pro environmental citizenship and tourists pro environmental citizenship The book concludes by reviewing the role of consumers in CSR with ten strategies to close the consumers attitude behaviour gap and an account of how customers trust is a mediator between CSR image and loyalty This book was originally published as a special issue of the Journal of Sustainable Tourism **The Management of Sport** Bonnie L. Parkhouse,1991 Manuel didactique couvrant les bases du management du sport et plus pr cid ment la comptabilit la finance le droit la communication le management et le marketing Diff rents auteurs examinent des domaines d application Cibl plut t pour les tudients Sensibilit am ricaine

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