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## Become the Real Deal: The Proven Path to Influence & Executive Presence

By Connie Dieken

John Wiley & Sons Inc. Hardback. Book Condition: new. BRAND NEW, Become the Real Deal: The Proven Path to Influence & Executive Presence, Connie Dieken, Become the real deal and you ll become the leader you re meant to be. If you want to make change in your organization and in your world, and advance your own career, you need to become a person who can effectively influence others to take action. When looking to bring about organizational change of any kind, the main skill required is influence. Nothing will help your cause more than being able to effectively influence others to take action. Become the Real Deal presents a modern and practical approach to leadership that yields unlimited dividends for leaders at all levels. Author Connie Dieken calls these dividends your Return on Influence(R) (ROI). You ll discover your own Centers of Influence through a series of visual dashboards and learn how to capitalize on these Centers of Influence to become the powerful, purposeful authority you re meant to be. \* Readers will learn how to override personal influence-killing tendencies, such as narcissism, anxiety, long-windedness, silence, social facades, and invisibility. \* Connie Dieken is the country's foremost Fortune 500...



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