



Advocates Enemies: How to Build Practical Strategies to Influence Your Stakeholders

By Colin Gautrey

The Gautrey Group, United Kingdom, 2011. Paperback. Book Condition: New. 200 x 126 mm. Language: English . Brand New Book ***** Print on Demand *****.Sorting your Enemies from your Advocates, your Players from your Critics, is just one step in the Stakeholder Influence Process described in this book. Developed by the author while working with executives, leaders, and managers around the world, this process is powerful and simple. It will help you to achieve your goals faster and with greater buy-in. In just one hour you can be up and running with a new strategy to influence your stakeholders. Don't buy this book if you have the time and inclination for studying theoretical concepts. You'll be disappointed in less than an hour. Do buy this book if you're in a hurry and want to accelerate your achievements and your goals. You'll be moving faster in less than an hour. Reviews Colin is very engaging in his workshops and it is great to see the way he has captured his energy and enthusiasm, along with his simple techniques, in such a concise book. I think you're going to enjoy this and I hope it brings you...

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