

Influencing Videos and Books

Webinar

Driving Organisational Results: How Effective Influencing Can Be a Game Changer:
<https://www.ccl.org/webinars/driving-organizational-results-how-effective-influencing-can-be-a-game-changer/>

Videos

Use Language to Get What You Want
<https://davidmaister.com/videos/using-language-to-get-what-you-want/>

Getting Others to Give you what you want
<https://davidmaister.com/videos/getting-others-to-give-you-what-you-want/>

Excitement
<https://davidmaister.com/videos/excitement/>

Books

Huczynski, A. (1996) [*Influencing within Organisations.*](#) Prentice Hall

Dent, Fiona (2000) [*Influence and Succeed*](#), David Grant Publishing