

# Influence Gaining Commitment Getting Results Ideas Into Action Guidebooks

## Chapter 1 : Influence Gaining Commitment Getting Results Ideas Into Action Guidebooks

Effective in getting results) supplemental tactics (often combined with other tactics) rational persuasion consultation inspirational appeals collaboration apprising ingratiation 10 9 8 7 6 5 4 3 2 exchange personal appeals legitimating pressure coalition

**Influence: gaining commitment, getting results** q7 i offer factual and detailed evidence that the proposal is feasible. q8 i assist the person in gaining more visibility and a better reputation in the organization. q9 i describe the task with enthusiasm and express confidence in the person's ability to accomplish it.

**Influencing: the skill of persuasion building commitment and getting results** by marc dellaert and sergey davydov. clients, vendors, other divisions—**influence is occurring continuously at the workplace.** without influencing others, a leader cannot make his or her vision then results in commitment, which means voluntary support.

**this Influence with impact: gaining commitment and buy-in** an interview with rick lepsinger ! rick lepsinger is president of onpoint consulting, a talentquest strategic partner. he has consulted on leadership and organizational development for over 25 years and has authored three leadership books.

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