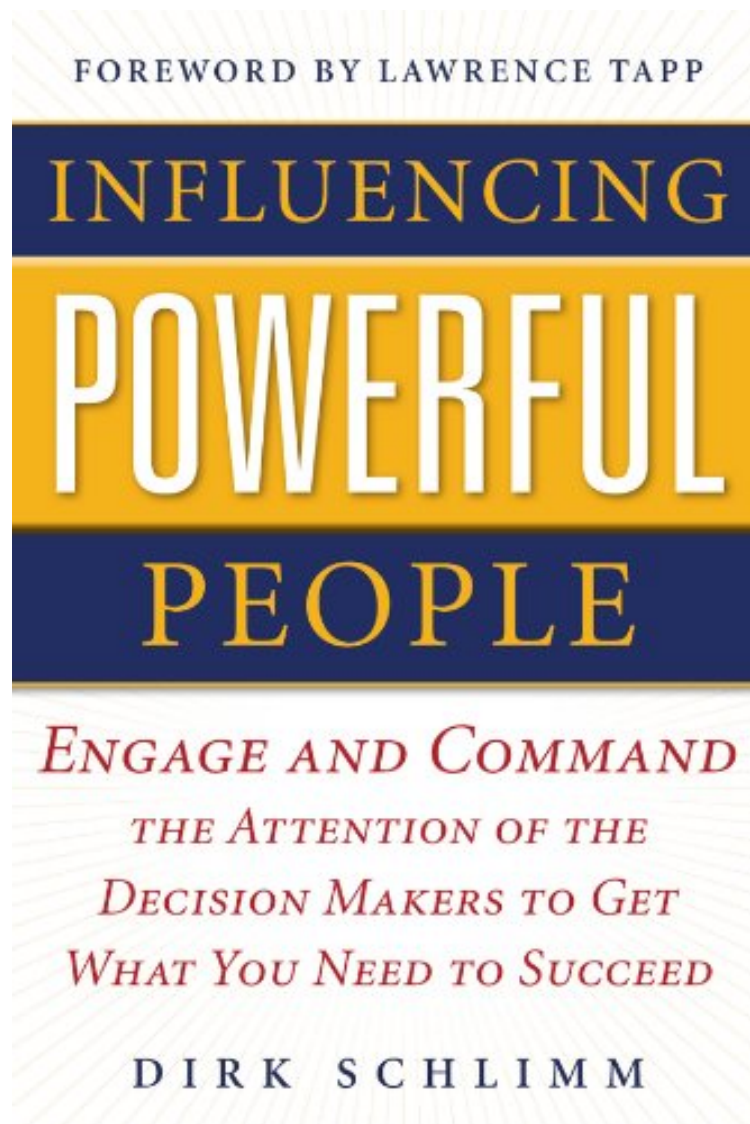


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Influencing Powerful People : Engage and Command the Attention of the Decision-Makers to Get What You Need to Succeed

Dirk Schlimm

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Dirk Schlimm : Influencing Powerful People : Engage and Command the Attention of the Decision-Makers to Get What You Need to Succeed before purchasing it in order to gage whether or not it would be worth my time, and all praised Influencing Powerful People : Engage and Command the Attention of the Decision-Makers to Get What You Need to Succeed:

0 of 0 people found the following review helpful. You'll Definitely Need This Advice--Now or LaterBy Bill Lampton,

Ph.D. [[VIDEOID:mo1G8KASZEE5JGE]] Most people who have served in the business and professional arena awhile have encountered, and even worked for, a hard-driving boss overflowing with ambition, pride, energy, and enormous expectations of his or her colleagues. If this doesn't sound familiar to you, stay tuned. You're likely to get into this situation eventually. Dirk Schlimm shares what he has learned about dealing with "larger than life" individuals--and thriving. Drawing examples from many leaders, he identifies potential pitfalls and provides vital strategies for coping successfully with super egos. My brief video review identifies the recommendations I consider most helpful. As I read the book, I could spot some misdirections I had taken when I interacted with domineering supervisors--and I learned from Schlimm what I should have done instead. At times I wished the author had realized he could have made the same impact in fewer pages. McGraw-Hill provided this book for my review, yet my review carries the same rating and tone that it would if I had ordered the book myself. 4 of 5 people found the following review helpful. "The Camera is Always Rolling" By Steve Amoia Many years ago, an old family friend recounted a story from a trip to a Colorado ski resort. "This guy sat next to me on the ski lift. He kept talking about all of his big deals in New York and other places. I just nodded and acted interested. When we arrived at the top, he said, 'You don't know who the hell I am, do you? I'm Donald Trump.'" Had Dr. Dirk Schlimm written this book back then, this old family friend might have understood how to deal with and make a quick impression on powerful individuals such as Mr. Trump in close quarters. "If you want to learn how to influence powerful people, you must first understand where their power comes from." That concise statement by Dr. Schlimm sums up this provocative book. He provides the reader with generous doses of common-sense advice regardless of their line of work. Numerical Format Reinforces Learning The author used an innovative approach: Each of the 16 chapters is called a "Rule" and numbered sequentially. I also liked that each chapter had an inspirational quote in boldface type to provide a useful introduction. For example, "I like pushing to the edge. That's often where you find high performance" by Bill Gates. A brief introduction along with a detailed notes and index sections are also included. Dr. Schlimm's writing style is persuasive and informative without being a hard sell or condensced. Practical Advice From where to sit at a meeting or on a company jet, how to handle a chance meeting in an elevator, whether or not to run up the score at a tennis match, you will find advice in this book that has been rarely seen elsewhere. For example, "Flights on a corporate aircraft are not a perk, but hard work." The author used small square boxes in the margins for the majority of these intriguing tips. I liked that feature because it provided easy reference points. It was as if Dr. Schlimm were taking notes for you. He also added a nice instructional touch at the end of each chapter called "What to do when..." where he details precise instructions how to handle various scenarios. Have you ever wondered how to handle a public humiliation with aplomb? You will learn how in "Rule 6: Practice Humility." Real-life Examples The author related anecdotes about Conrad Black, Colin Powell, Steve Jobs, Angela Merkel, William Paley, Ted Rogers, Donald Trump, Jack Welch and Oprah Winfrey to name just a few. These examples lent a great deal of credibility to the author's advice by showing how others dealt effectively with powerful people. My favorite was the story about General Colin Powell who once made the mistake to criticize his boss's wife. Perfectionist Theme The only thing that I didn't like about this book was the author's repeated penchant that we all should always be quasi-perfect in front of powerful people. One mistake will ruin your career, you are always on trial and the camera is always rolling. All three are valid points that Dr. Schlimm reinforces with vigor and cogent examples. However, the discerning reader will take note and not require constant reminders. This book will be an essential read for a young person as they begin to navigate the uncharted waters of their careers; however, the rest of us would also benefit. Because you never know when you will share an elevator or ski lift with an influential person such as Mr. Trump. Dr. Schlimm shares practical advice that few of us ever learned in school or rarely received from mentors. This is the type of book that you wished existed when you began your working career. Please Note A McGraw-Hill representative provided me with a complimentary review copy of this book. I was not monetarily compensated for the review by any party that would benefit from a positive analysis. 0 of 1 people found the following review helpful. The Art of Influence By Jim Estill I was attracted to it partly because I need to influence powerful people and partly because I have my own views of how to do it. I have also been on the receiving end of trying to be influenced - sometimes well and sometimes in an irritating way. I am also attracted a lot lately to influence because my role has become much more one of influencer (coach, mentor, board member etc) than actually the person who can "force" or "make" the decision. I have made it a study to try to figure out how to do this in situations where I may not even have a formal role or title. The book has 17 rules for influencing powerful people. Things like "get ready for a potent mix of brilliance and drive" (that chapter is on understanding powerful people), "Master the Art of First Impressions" and "Practise Humility". Each rule is simply described including how to be more effective with that rule. One of my favorite rules is "know what you are doing". Nothing gains or loses respect like it. The final rule is "Powerful People Need People Who Don't Need Them". Many powerful people spend their days with people who want to sell to them, want a job, want something. It is relaxing sometimes to find people who are not "takers" all the time and choose to give or assist even when there is no immediate "want" in return. Jim's rules of Influencing Powerful People (part my own and part inspired by Schlimm's book): 1 - Respect their time. I am not sure people understand how many emails, calls, meetings etc many powerful people have to deal with. Many of them got into their position by a herculean effort in handling the volume combined with processes and systems to deal with it. I know I used both. I know my politeness

has cost me hours of meetings (need to evolve my time management techniques more). Do not confuse politeness with interest.2 - You can actually be selling to the wrong person in the company. I often recall someone practically begging for a meeting or almost tricking me into having one and they think they have hit paydirt. They make their pitch and sell their story to me. I then take the materials they provide and just send them on to the person who makes that decision. They lose the opportunity to make the pitch to the right person and all the right person has is some information but no sales pitch. And in most cases, good leaders will not make decisions that their people should make (it took me a while to learn that one the hard way).3 - No two people or organizations are the same. What works for one person will not for another. What one person views as a perk is a burden to another. For example, I do not particularly need a 3 hour dinner and would prefer something faster or even no dinner at all.4 - You cannot know who will influence the sale. In many cases, it not the person with the title who needs to be "sold". All people of power rely on groups of people to assist them in making a decision. For this reason, I always "go multiprong" when making a large sale. Know the CEO but also know the receptionist, the VPs, the sales people and the tech support person etc.5 - Solve problems. Powerful people have challenges. Knowing what they are can be the first step to your product or service solving them. Selling where there is no perception of a problem to solve is impossible.

Influence the Influencers in Your Life "I've known Dirk Schlimm for years, and observed with admiration his ability to work effectively with powerful people while sustaining his own core values. His topic is important, and his experience has given him a deep practical wisdom." --Jim Collins, author, Good to Great "For every 'powerful person' who has influenced history, there are three or four people behind the scenes without whom history would never have changed. Vision and drive for implementation are never enough. Dirk Schlimm's book is about how to accomplish the work of real change in the real world by doing the hard work that rarely gets noticed." --Governor Howard Dean, Chairman Emeritus, The Democratic National Committee "Influencing Powerful People provides invaluable insights into this dynamic--insights that will assist anyone to be more effective and successful." --Peter Jewett, Chair, Corporate Department, Torys LLP About the Book Dealing with powerful people can be intimidating. Many of them have reached the height of achievement through a combination of charm, confidence, and rilliance, and they certainly deserve our dmiration and respect. More than likely, owever, they also succeeded as a result of their relentless drive and, in the process, developed reputations for being intense, demanding, and temperamental. How do you keep up with such individuals, gain their confidence, contribute to their enterprise, and ensure that your ideas count? Influencing Powerful People provides you with the tools you need to connect and get results with key influencers and decision makers--chief executives, department heads, supervisors, and anyone else in a position of authority. Author Dirk Schlimm, who has frontline experience working with "larger-than-life" leaders, provides sixteen proven rules for working successfully with the powerful people in your life--whether your boss, client, partner, associate, or international counterpart. These rules include: Adopt the role of a "helper" Counter ego with humility Appreciate who they are and what they do Do the things they can't Become an effective counterweight It's not about giving up your values or telling them what they want to hear--in fact, what powerful people need most often is your loyalty and unbiased perspective. It's about learning to build a relationship and communicating in a way that gets their attention. It's about strategically managing and adapting your everyday behavior so that the powerful people in your life gain confidence in you, appreciate your contribution, and listen to you when charting their course. No matter what your level in an organization, Influencing Powerful People holds the key to ensuring that you make an impact, earn respect, and progress to even greater achievement and responsibility.

Dirk's book is a survival manual that is both interesting and very useful. -- Guiseppe Addezio, Head of Human Resources Organization, Pirelli Tyre and Part Group, Milan, Italy About the Author Dirk Schlimm is a corporate director, an executive coach, and the principal of Jenoir Management Consultants. He serves as an adviser to business owners and executives and works with senior leadership teams around the world to increase their alignment and effectiveness. Schlimm, who previously worked as an executive at Husky Injection Molding Systems, has interacted with such powerful leaders as Peter Drucker and Howard Dean.