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Influencer: The New Science of Leading Change, Second Edition is one of those books. The framework is a six-quadrant grid meant to help identify ways to influence key behaviors in ourselves and others. But before we get into the meat of it, let ' s get one quick piece of business out of the way: You deal with people, and

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you care about influencing change to one degree or another.

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Switzler Whether you're a CEO, a parent, or merely a person who wants to make a difference, you probably wish you had more influence with the people in your life.

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processes, influence has a huge role. In either case, we accept things as they are, without striving for a change. The worst of the worst is your inability to influence your life.

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