



## Influencing Podcast and Books

### Podcasts

Basic Guidelines for successful communication

<http://www.leehopkins.net/podcasts/>

### Webinar

Influence: Gaining Commitment and Getting Results

<http://www.ccl.org/leadership/community/influenceWebinar.aspx?pagelD=1729>

### Videos

Use Language to Get the Response you want

<http://davidmaister.com/video/>

Getting Others to Give you what you want

<http://davidmaister.com/video/>

Excitement

<http://davidmaister.com/video/>

### Books

Lambert, T. (1996) *The Power of Influence*. Nicholas Brealey Publishing

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

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

Dreyer, Jennifer (1997) *Expanding Your Influence*, Training and Development  
June, p11-12