



## Essential Skills for Influencing in Healthcare: A Guide on How to Influence Others with Integrity and Success (1st New edition)

By Andrew Price, Andrew Scowcroft

Radcliffe Publishing Ltd. Paperback. Book Condition: new. BRAND NEW, Essential Skills for Influencing in Healthcare: A Guide on How to Influence Others with Integrity and Success (1st New edition), Andrew Price, Andrew Scowcroft, There is no shortage of issues to be addressed in healthcare, and no shortage of good ideas. What is often lacking is an approach to influencing change that has genuine integrity and trust built in from the start. And integrity is not just a word or a vaguely held value. It has to be demonstrated practically through the way managers and clinicians engage with their colleagues. From the Preface This highly practical book provides clinicians and managers with the knowledge and tools that will enable them to successfully influence their staff and colleagues. Built on the conviction that the way to influence others is through respect and understanding - not threat or manipulation - it promotes an optimistic, confident approach to leadership where trust and respect is fostered. The book guides readers through areas such as: Self-awareness and personality change management organisational culture influencing in formal settings removing barriers to learning Accessibility and practicality are combined with sound theoretical foundations and strong values and the numerous case...



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