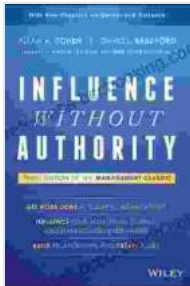


Influence Without Authority: The Unwritten Rules of Leading Others



Influence Without Authority by Allan R. Cohen

★★★★☆ 4.5 out of 5

Language : English
File size : 5783 KB
Text-to-Speech : Enabled
Screen Reader : Supported
Enhanced typesetting : Enabled
Word Wise : Enabled
Print length : 308 pages
Lending : Enabled



In his groundbreaking book, *Influence Without Authority*, Allan Cohen reveals the unwritten rules of leading others without formal authority. This book is a must-read for anyone who wants to be more influential in their personal and professional life.

Cohen argues that traditional notions of authority are outdated. In today's world, people are more likely to be influenced by those who are seen as authentic, credible, and trustworthy. He provides a wealth of practical advice on how to develop these qualities and build relationships that will enable you to influence others without resorting to force or coercion.

Influence Without Authority is divided into three parts. The first part, "The Nature of Influence," explores the different types of influence and how they can be used to achieve your goals. The second part, "The Skills of

Influence," provides a step-by-step guide to developing the skills you need to be more influential. The third part, "The Art of Influence," offers advice on how to use your influence ethically and effectively.

Influence Without Authority is a valuable resource for anyone who wants to be more influential in their personal and professional life. Cohen's insights are clear and actionable, and his advice is backed by research and real-world experience. If you're ready to take your influence to the next level, this book is a must-read.

Praise for *Influence Without Authority*

"Allan Cohen has written a masterpiece on the art of influence. This book is a must-read for anyone who wants to be more successful in their personal and professional life." - **Brian Tracy, author of *Eat That Frog!***

"Cohen's insights are invaluable for anyone who wants to be more persuasive and influential. This book is a game-changer." - **Robert Cialdini, author of *Influence: The Psychology of Persuasion***

"*Influence Without Authority* is a practical guide to building relationships and influencing others without resorting to force or coercion. Cohen's advice is clear, actionable, and backed by research and real-world experience." - **Ken Blanchard, co-author of *The One Minute Manager***

About the Author

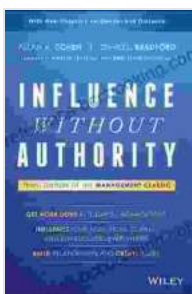
Allan Cohen is a world-renowned expert on influence and persuasion. He is the author of several books, including *Influence Without Authority* and *Negotiating to Yes*. Cohen has taught at Stanford University and the

University of Southern California, and he has consulted with Fortune 500 companies and government agencies around the world.

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